

# Leslie's

*Illustrated Weekly Newspaper*

*Dec 30<sup>th</sup> 1915*

*Established in 1855*

*Price 10 Cents*



Drawn by E. Flohr  
from a photograph by Korsakova

**"FROM LABOR TO REFRESHMENT"**

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MARY herself remembers nothing but the vision—the haunting vision of the giant hand on her white shoulder! She may have done it. She does not know. Do you?



## Can You Solve This Mystery ? ? ? ?

DAVE POLLOCK, drunkard, man-about-town, pursuer of Mary Page—is dead. Mary's revolver lies beside him. Did Mary Page kill Dave Pollock? The police say she did it. The evidence says she did it. The jury is convinced! But—did she do it? Mary herself does not know. She cannot tell. Can you? Can you solve

### The Strange Case of

*The Great  
Magazine Serial*

# MARY PAGE

*The Great  
Motion Picture Serial*

Did you ever see a motion picture serial with a wonderful heroine, a beautiful, appealing heroine, a charming love story? Mary Page is that kind.

Did you ever see a motion picture serial with the most remarkable succession of thrilling adventures, threatening villains, heart thumping escapes? Mary Page is that kind.

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The famous hero of "The Birth of a Nation," Henry B. Walthall, the most finished actor on the screen, will play Langdon. It is the

As a mystery story it has no equal. As a picture play, it has everything—the best acting, the best producing, the best photography—all that goes with the name

**Essanay**  
GEORGE K. SPOOR, President

biggest part of many big parts that Henry B. Walthall has played.

The appealing heroine of "The Blindness of Virtue," beautiful Edna Mayo, will play Mary—a wonderful part for a wonderful actress.

The Ladies' World will publish the story. The Essanay Company will produce it on the screen. Every month the story will appear in the magazine. Every week the pictures will appear on the screen. You read it in the mag-

azine—then you see it in the pictures. Mary Page begins her adventures in January Ladies' World. Pictures of Mr. Walthall and Miss Mayo, the first chapters of this great mystery serial—all this and much more in January Ladies' World. Get your copy today.

Read it in the magazine—Look for it in the pictures

Ask Your Favorite Theatre  
for the Picture

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City..... State.....

Business.....

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The distance of the farthest point to which I deliver is..... miles.

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Good  
No facilities

for caring for and storing the vehicles on my premises.

..... of my competitors use..... trucks in their business.

The make of the commercial vehicle in which I am interested is.....

I have..... electric current on my premises. (Yes or No)

Please send me replies to the above questions.

# LESLIE'S

## ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States  
Established December 15, 1855

EDITED BY JOHN A. SLEICHER  
"In God We Trust"

CXXI

THURSDAY, DECEMBER 30, 1915

No. 3147

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The loss of the peddler is a gain in commercial civilization.

And the same public sentiment which is making away with the trader and his shoddy pack results in an enormous increase in the demand for—and the sale of—trade-marked, nationally advertised goods.

Both movements are backed by the public's insistence on greater responsibility of the seller for the quality of all articles purchased.

No greater responsibility can be secured than that which is furnished by the combined resources of the dealer and the manufacturer who sell branded, nationally advertised goods.

You hold the dealer responsible—and the dealer is willing to be responsible because he knows he is backed by the man who has thought enough of his product to put his brand on it and has made that brand widely known.

Trade-marks and national advertising are the two greatest public servants in business today. Their whole tendency is to raise qualities and standardize them, while reducing prices and stabilizing them.

# Leslie's

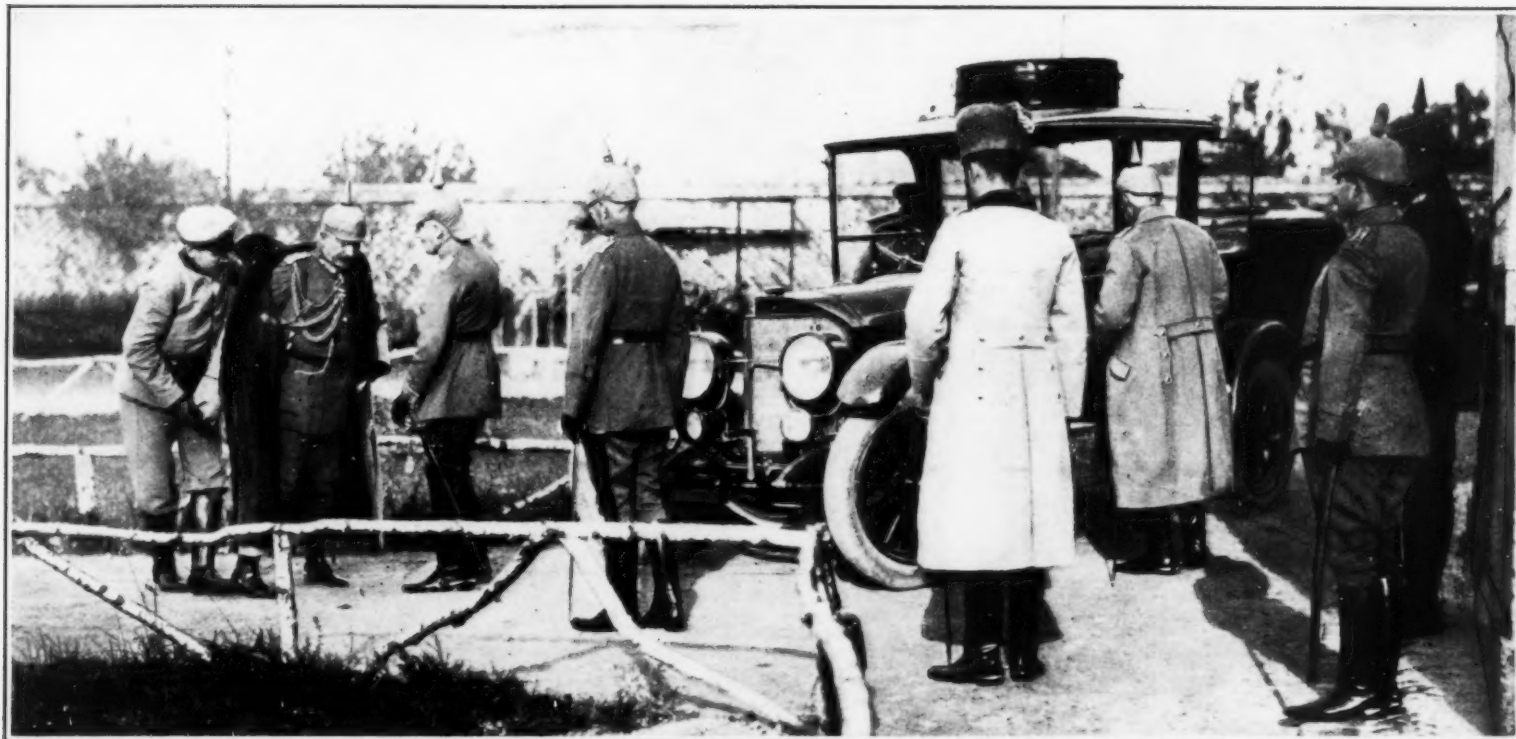
Illustrated Weekly Newspaper

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In answering advertisements please mention "Leslie's Weekly"



# THE TWO EXTREMES OF WAR



**THE GERMAN KAISER INSPECTS THE LINES IN CHAMPAGNE**

After the French and British rush of last fall, which for a time was thought to threaten the German lines in Champagne and Flanders, the Kaiser paid a visit to the Western front. He traveled, as usual, by automobile, and with the greatest secrecy so that the enemy aviators

and artillerists might not locate him and pay their compliments in the form of shells. He is always welcomed with great enthusiasm at the front and his personal popularity is said to have increased since the war began.



**CHRISTMAS IN A MILITARY HOSPITAL**

Here is the other side of the military picture. A private soldier badly wounded and laid up in a hospital a long way from home. Though there is no glory or pomp of war for him, he is not forgotten and his friends have sent him a parcel of presents—the "love-gift" of which

Germany is so prodigal where her soldiers are concerned. More of these have been sent this holiday season than last. German hospitals are splendidly organized and German nurses are famous for their enthusiasm and devotion.



# IVAN IN BATTLE AND IN CAMP

PHOTOGRAPHS MADE FOR LESLIE'S BY KORSAKOVA



**RUSSIAN BATTERY HOLDING BACK ADVANCING GERMANS**

These field guns are protecting the retreat of a Russian army before Hindenburg's legions. To the extreme left is the muzzle of a gun that has just been fired and is still smoking. The gun in the foreground is ready to hurl its shell. Note that the gunners are covering their ears to

protect them from the concussion. Since these pictures were made, in late summer, the Russians have stopped retreating and are pressing both the German and Austrian invaders. It is said that Russia will have 6,000,000 new men in the field next spring.



**EVEN IN CAMP THE SOLDIER FINDS PLENTY OF WORK TO DO**

Soldiers spend only a small part of their time in actual fighting, but when on duty in the rear there is always something to be done. Harness must be cleaned and mended, equipment put in order, clothes washed, food prepared, horses cared for and shod and the camp "policed."

In military parlance "policing" is not merely enforcing good order, but cleaning up—in short, sanitary work. The Russian soldier, familiarly called "Ivan," is hardy and simple in his wants and can be maintained at much less expense than either his enemies or his allies.

# EDITORIAL

LET THE THINKING PEOPLE RULE!

## COST OF LIVING

**L**IVING! Fifteen dollars a week will support a husband, wife and three children in New York City. This is what the officials of the Brooklyn Bureau of Charities have found out.

The other day a New England newspaper told how a woman had supported her little family on a dollar a day and did it for years decently and respectfully.

On the same day, a New York judge was asked to permit a young heiress to draw \$25,000 a year from an estate which she had inherited, as this amount was necessary to meet her expenses.

All this goes to show that the cost of living is a personal matter. It depends not on what one needs, but on what one wants, or thinks he wants.

We hear a great deal of talk, from those who are demanding a minimum wage, regarding the high cost of living. In the good old-fashioned days of our forefathers and more recently in the days of the simple life it would have been regarded as an impertinence to discuss with a neighbor the question of how much he spent to live.

The necessities of life furnish a sufficient "living" for some, while for others luxuries are so common that they have become necessities. In the olden days we lived on what we had. What a sturdy race of independent, courageous, progressive, God-fearing people was brought forth!

These were the ones that did the pioneer work, that crossed the plains, plowed the prairies, opened the mines, bored for oil, and planted the district school and church wherever they went.

These sturdy, strong, true-hearted Americans were never troubled about the cost of living. They lived on what they earned or produced. They breathed the free air of independence. They believed in the traditions of the elders. They respected parental authority. They regarded the Constitution with reverence. They obeyed the laws and saw that every man who violated them was called to strict account.

These worthy ancestors would have spurned the thought of pensions for their widows, of bread lines, of bundle days and soup houses for their children as they spurned the thought of the poor house.

Are we breeding any better people in the time of fads and fancies, of coddling and pensioning, of patronizing and patting, than we bred in the good old days when we had faith in man and an abiding faith in God?

## HAPPY NEW YEAR

**H**APPY! Why make New Year's Eve an orgy of dissipation? We concur with the Anti-Saloon League of New York in protesting against the common practice of a wild revel during a few hours preceding the dawn of the New Year. At this time when so many nations of the world are convulsed by a terrible war, when millions mourn their dead and millions maimed and wounded are seeking public support, ought we not to feel on New Year's Eve more than ever a sense of gratitude that the Giver of all good gifts has spared our land from a visitation worse than an epidemic.

A good old-fashioned New Year's Eve, such as our forebears celebrated, will well befit these trying times—an eve of contemplation, retrospection, high and noble thoughts and worthy ambitions. Why not? In some of the churches New Year's Eve will be made the occasion of prayers for peace. It would indeed be approaching the Millennium if, in the eloquent words of President Ludwig Nissen, of the National Jewelers' Board of Trade, on a recent memorable occasion, "the influence and power of our one hundred millions of peace-loving people, of the richest country on earth, sought to establish and maintain a world peace so that the business of the world, the development of science and the doctrine of the brotherhood of man may move side by side into a glorious future, unhampered by the constant fear of war and destruction."

## KEEP OUT THE DEMAGOGUE!

BY JESSE C. MCNISH  
PRESIDENT NEBRASKA BANKERS' ASSOCIATION

**W**E must assist in keeping the demagogue and the professional politician out of office. Their attacks upon successful men and organized business have worked immeasurable damage. Political agitators are gradually becoming less a factor, and are now considered a national liability rather than an asset. This result is due to the activity and co-operation of business men and farmers; hence the country naturally is getting more bills of lading and fewer bills of legislation. Public opinion now shows its tardy disapproval of unnecessary political antagonism to legitimate business.

## A NEW DAY

**C**OMBINATIONS! Does the Sherman Anti-Trust Law, which forbids combinations for domestic trade, also apply to combinations for foreign trade? The manufacturers in this country have of late feared that it does and have therefore avoided any pooling arrangement in seeking business abroad. This has resulted in great aggregate loss to American industrial enterprise, which has had to meet the competition of legalized trusts in other lands. But Congressman Hunter H. Moss contends that combinations of Americans for foreign trade are legal under the Sherman act. Mr. Moss argues that the act was certainly not intended to protect foreigners from trade combinations here, since foreign governments have sanctioned trust methods, and combinations for foreign commerce would not be in restraint of American trade, but promotive of it.

The Congressman cites a number of court decisions—including those in the American Tobacco, Standard Oil and Steel Corporation cases—interpreting the Sherman act. He says: "The principle clearly enunciated in all these decisions is that, to constitute a violation of law, such combinations must result in injury to the American public or to an American competitor, and such injury must not be merely incidental or slight, but must be a substantial injury." Mr. Moss discerns in this the "rule of reason," as must every sensible person, and in view of his conclusion, he hopefully and rightly avers: "A new day has dawned in American business."

## THE PLAIN TRUTH

**B**ENEFICIARIES! The two greatest beneficiaries, geographically speaking, of the great war will be Russia and Canada. This is the conclusion of that astute observer, Mr. C. W. Barron, the head of the Wall Street Journal, and author of a remarkable series of letters under the head of "The Audacious War." Mr. Barron visited the war zone not long ago and he believes that Canada will have a wonderful mineral, agricultural and transportation development after the war and that Russia "is going to come forth into the greatest freedom the world has ever seen." Mr. Barron believes "the allies should prepare for a three years' war, but not expect more than two."

**B**USTERS! They are still busting and smashing at Washington. They cannot let business alone. The Secretary of the Navy wants to wipe out all the munition factories and shipyards by having the Government go into this sort of business on its own hook. The Postmaster General wants to take our efficient telephone and postal services under the wing of inefficient governmental supervision. Just what a government telegraph line will mean can be shown by the experience of the writer who paid in Alaska last summer nineteen cents a word for a cable telegram to be sent less than seven hundred miles, while for two cents a word a night message was sent three thousand miles, from Seattle to New York. There is nothing the Government does as economically and efficiently as it is done by the private corporation.

**C**OMMENDABLE! The appointment of such a distinguished public citizen as Oscar S. Straus, formerly a Cabinet officer under President Roosevelt, as Chairman of the Public Service Commission of New York, reflects the greatest credit on Governor Whitman. It is alleged

by some that this appointment was made to secure the support of the Progressive element with which Mr. Straus has been identified so prominently, but that element has been well-nigh absorbed by the Republican Party. Mr. Straus is a man of ability, character and independence. He holds broad and tolerant views, and is well qualified, by a varied experience in public life, for the duties of his new and trying place. Politicians may not be satisfied with Governor Whitman's choice in this instance, but if in all his other official actions he would yield to the dictates of his best judgment and set aside political considerations, he would renew his strength with the people that was needlessly sacrificed, to some degree, during the early months of his administration.

**N**EUTRALITY! A subscriber in Davenport, Iowa, whose letter bears the stamp "Stop the war. Push it along," writes commending LESLIE's for printing, in a recent issue, a picture from its old files showing Germans offering their services for the Union during the war between the States. The correspondent evidently believes that this will tend to produce a kindlier sentiment towards the German nation than is shown in the pages of many American newspapers. He says that he is trying to "dampen the feeling that has turned so strongly to the front against us Americans on the other side" by sending to a relative in Germany clippings from papers here whose comments on the struggle are moderate in tone. He urges that the American people should strive to be as neutral as possible, and adds that in this crisis it will do no harm for Americans to remember gratefully the good service which men of German birth and descent have rendered to this republic, without nursing hatred of the Allied peoples. He adds that he is American born and that he stands for "America first."

**S**PLENDID! The American Flag stays on the Pacific, after all. The last of the unsold Pacific Mail fleet has been bought by the newly organized American International Corporation, inspired by the National City Bank of New York. Unfortunately, these vessels will not run to the Orient, for Japan has seized the Oriental trade. The fleet will be used for Central and South American commerce. Let us hope that Congress will hasten to restore the flag to all the Pacific Ocean. Before the ill-considered Seaman's Law was passed by Congress, a deputy consul general at Yokohama informed the department that the monthly salary expenditure on a Pacific Mail steamship aggregated \$5,000, while on a Japanese Pacific liner it was only \$3,000 or less. This difference in salary outlay added to the subsidy which the Japanese vessel received, and the Pacific Mailer did not, reduced the operating costs of the Japanese ship to owners \$229,860 per year below that of its competitor. Thus, even before the Seaman's Law went into effect, the wage competition was greatly against the American line. That law so intensified the unfavorable conditions that the Pacific Mail Company sold its vessels and abandoned trans-Pacific traffic. Why could not Secretary Redfield have looked at this matter from a business man's, and not a politician's, point of view?

**W**HEELS! There are wheels within wheels. It appears that the sensational attack by the Government on the Labor Peace Council of which Congressman Buchanan was formerly the head was inspired by our versatile and irrepressible friend Sam Gompers. He does not propose to have anybody else usurp the leadership of the labor forces at Washington. The charge that Congressman Buchanan's organization was working to interfere with our manufacture of munitions for foreign governments appears to have been inspired by Brother Gompers. It would not do to have Mr. Buchanan sitting in his seat in the house and telling his fellow members how to vote on labor questions. Gompers from the gallery has enjoyed a monopoly of this kind of business and it has not been entirely unprofitable, for Samuel has enjoyed the fat of the land while terrorizing the representatives into obedience to his demands—all but Hampton Moore and a few other irreconcilables to whom the scarecrow of the labor vote has never been a serious matter. Of course, Mr. Buchanan as well as Mr. Gompers knows that the intelligent men of this country do not commit their votes to any man. They are as independent as any other voter and they proved it when Mr. Gompers ventured to run for a place in the Constitutional Convention in New York, a year ago, by defeating him handsomely. Yet Gompers is a very likable man.



# WALL STREET'S BIG MEN OF OTHER DAYS

## RECOLLECTIONS AND REMINISCENCES OF AN INTERESTED OBSERVER

BY JASPER

FOR TWENTY-FIVE YEARS FINANCIAL EDITOR OF LESLIE'S



WM. H. VANDERBILT

THE muckraker was not the creation of the present decade. He was a factor in Wall Street a quarter of a century ago. At the time when I was placed in charge of the financial department of LESLIE'S, that publication had

the honor, I believe, of being the first of the weekly and monthly class to recognize the need of a regular financial page. A reference to newspaper files at that time will show that while the muckraker was not on the first page, he was digging his way upward from the reportorial desk and occasionally breaking out in the editorial column. Those were the times when the late W. H. Vanderbilt was reviled because of the unjust and unfounded accusation that he had publicly said: "The public be damned." Those were the days when Jay Gould, dominating the Western Union Company, then the center of speculative interest, was threatened with violence and on one occasion was thrown bodily into an areaway in the financial district. He found a stout protector in his broad-shouldered companion, the late Mr. G. Morosini.

Those were the times before automobiles hurried our captains of finance and industry from the doorsteps of their offices to the porches of their homes on Fifth Avenue. Russell Sage controlled the "put-and-call" market and in his plainly furnished office, this simply attired master of finance, wearing a suit of clothes that he boasted did not cost him more than \$10, held powerful sway in Wall Street because he was credited with having and really had more ready cash at his disposal than any other active operator. Russell Sage was a curious character, but I admired his sincerity and strength. I met him two or three times a week. I had known him as a grocery store keeper in Troy, N. Y., in his early days. He was always fond of his old Troy acquaintances. No man was more accessible than Russell Sage. You could always find one or two and sometimes a group of men, mostly youngsters, standing in his little ante-room peering eagerly into the door where Sage sat busy at his desk and, at the first opportunity, thrusting before him little slips of paper. These were bids for privileges, "puts, calls or spreads," as they were known, for this form of speculation centered at Sage's office and he was master of it.

### HOW "PUTS" WERE SOLD

To the uninitiated, I might explain that a "put" is a proposition by some one who believes that a certain stock is to have a decline to sell or "put" a stipulated number of shares of that particular stock at a particular price and within a certain period. For instance, if a speculator had reason to believe while Erie Common was selling at 50 that it would shortly decline to 40, he would go to Mr. Sage and offer to pay a bonus for the privilege of putting or selling a certain number of shares of Erie to Mr. Sage within a stipulated time at the current quoted price of 50. If the decline occurred, as the purchaser of the privilege expected and within the stipulated time, he could buy the stock at the lower price and take it to Mr. Sage and sell it to him at the stipulated price of 50, and pocket the profit. To illustrate further: if the purchaser of the privilege paid Mr. Sage \$100 for a "put" for 60 days, 100 shares of Erie at \$50 a share, and if within that time, Erie declined to \$40 a share, the purchaser of the privilege could buy 100 shares of stock at 40, turn them over to Mr. Sage and receive \$50 a share or a net profit of \$1,000, less the \$100 paid for the privilege and the commissions.

It would not even be necessary for the stock to be purchased. The holder of the privilege could take it to Mr. Sage and have the latter pay the difference in price. This might be called gambling and probably was, but so far as Mr. Sage was concerned, it was speculating on his knowledge of business conditions, of the state of the money market and of the earnings of the railways and industrial corporations. He traded on this knowledge and

with great success, up to one unfortunate period of panic when he found that he was overwhelmed with privileges and was nearly driven to distraction in making a settlement with those who had judged conditions better than he. For a day or two, Mr. Sage shrewdly declined to make a settlement and this gave the stock market an opportunity to rise and by the time he accepted the "puts" his loss was substantially eliminated.

### GOULD AND SAGE

Mr. Sage and Mr. Gould usually lunched together in the Western Union Building. Gould did the speculating and Sage furnished much of the ready cash. Gould was inaccessible to the general public, but Sage was not above meeting any of the brokers who chose to drop in and if they were eating peanuts and laid a few upon his desk, or if they had an extra apple about lunch time to offer him, he never refused. His habits were the simplest and his word was as good as his bond. I asked him one day what comfort he found in his rigid adherence to business from day to day without taking time for any vacations, and he replied: "After the market closes, and when I get

incisive way, though when the market was in a precarious condition, I have seen him take a proffered privilege, hold it before him and ruminate for several minutes before answering the applicant. When he sold a privilege, he always entered it himself in a little book which he carried in his pocket and presumably at the close of the day's work, it was entered upon his ledgers by Major Osborn and Colonel Slocum who were his chief accountants. However, I often wondered if that little book with the valuable secrets it contained ever went out of Mr. Sage's possession. In conversation with one of his clerks, I asked the latter if by following Mr. Sage's movement in the stock market, he had not had many lucky chances to make a turn. He replied that he had tried to follow his chief, but had lost oftener than he had won, which indicated to me that the books did not reveal what the chief was doing. Sage left his large fortune to Mrs. Sage to distribute. She still survives and is proving that her husband's confidence in her superior judgment was fully justified.

### GOULD'S HAPPY IDEA

Jay Gould was a little man, always neatly dressed. He had a grayish brown beard and Semitic cast of countenance. He had a pleasant smile, was amiable, thoughtful, and not a rapid talker. He was the most abused man of his time, but he paid no attention to his assailants. I will never forget the impression he made on me while the Western Union, which he controlled, was being assailed more severely than the Standard Oil Company ever was. He spoke of the injustice of these attacks. He said that they were inspired by the growing tendency to criticize men of wealth and large corporations, simply because they were rich and large. He said that if the public were more largely interested in the corporations, the latter would have more friends and fewer enemies and that he was earnestly seeking to get small investors interested in Western Union stock, "for," said he, "every stockholder, no matter if he has only 10 shares, becomes the company's friend and defender."

This was before the days of odd-lot dealings in Wall Street which have now become so popular and which have done as much as anything in this country, in my judgment, to turn away the tide of unjust suspicion from our great industrial and railway corporations. With a million share and bond holders in these securities, and with millions of depositors in savings banks and holders of life insurance policies realizing that the security of the savings bank and of the life insurance companies depends so largely upon investments in our great corporations, the public is taking to heart a lesson that could be learned in no other way than by the argument *ad hominem*, the direct appeal to personal interest. Jay Gould was about the size, build and weight of my good friend August Heckscher, one of the wealthiest but most unassuming financial leaders in New York today.

Jay Gould was far-sighted enough to realize the power of the yellow press. He tried to stem it by buying the New York World, from Tom Scott of the Pennsylvania Railroad, but he made the mistake of concealing from the public his ownership and when the fact came out, as of course it had to, whatever the World said was discredited. Had Gould openly proclaimed his ownership and declared that the paper would stand for the truth and nothing but the truth and that if it made a misstatement, it would challenge contradiction and make the correction, if it were justified, the World would have entered upon a greater career of success than it achieved under Mr. Joseph Pulitzer, for the public likes a fighter and it hates a dissembler as much as it hates a coward.

### FORESTALLING THE MUCKRAKER

If Tom Scott, Jay Gould or any other captain of industry thirty years ago had had the nerve to



HENRY H. ROGERS



RUSSELL SAGE



WILLIAM ROCKEFELLER



JAY GOULD



ROSWELL P. FLOWER



W. E. CONNOR

(Continued on page 724)

# DEATH IN BURSTING BOMBS

PHOTOGRAPHS BY DONALD C. THOMPSON, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



**SHOOTING DEATH FROM A GAS PIPE**

Where the hostile trenches are only a few yards apart, grenades are thrown back and forth by hand. Where distances are too great all sorts of machines are used to propel them. This is one of the standard patterns of French bomb throwers.



**BORROWED FROM THE DARK AGES**

An adaptation of the old cross-bow. It will hurl a few pounds of sudden death 30 or 40 yards. The men who handle these contrivances lead the charge when one is ordered, and throw bombs by hand. Tommy Atkins dubs them "Suicide Clubs."

## THE SUICIDE CLUB

BY DR. WILLIAM ALDERSON

**EDITOR'S NOTE.**—This remarkable sketch is by an officer of the British Medical Staff, who spent thirteen months with the Allied forces in the first-line trenches of the Western front. He has seen war under circumstances impossible for any civilian to attain, and he tells what he has seen graphically and truthfully.

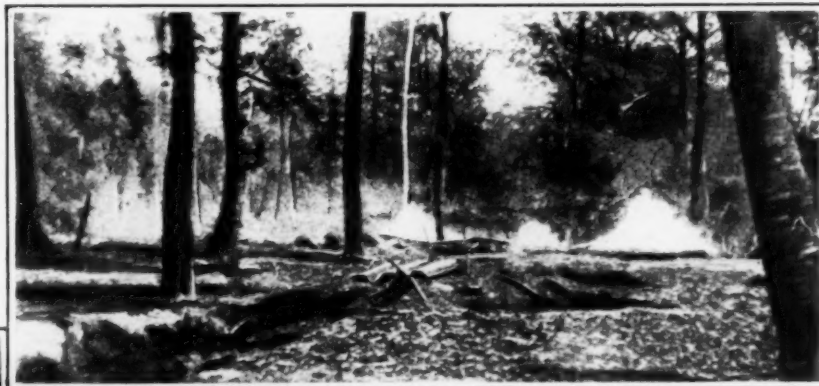
### WANT to join the "Suicide Club"?

There's no initiation fee and no dues—in fact, you will be paid for joining, the only drawback being that the chances are about ten to one that you will not draw any more pay after you have worked a few minutes on the job. Family, social standing or business qualifications do not count when you apply to enter this organization; all that is necessary is that you can pass the medical examination for enlistment in the British Army. Then



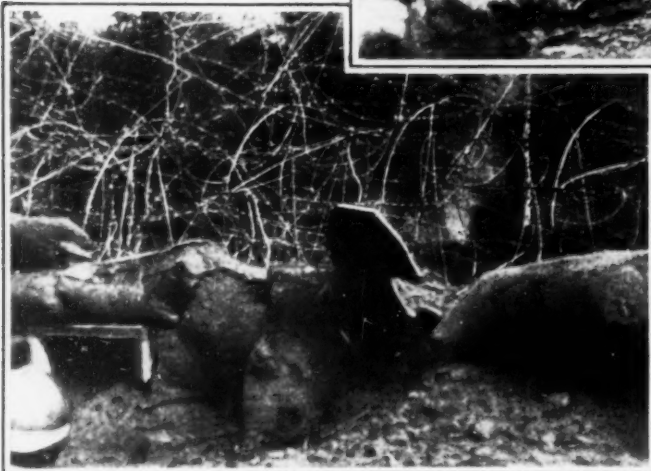
**THIS IS NOT A TOY CANNON**

It is a wicked little killer that throws packages of high explosives.



**PEPPERING THE FRENCH LINE WITH GRENADES**

This picture was made from just behind the French first-line trenches, on the edge of which German bombs were bursting, as shown by the puffs of white smoke. Special facilities were given Mr. Thompson, who represents LESLIE'S WEEKLY and the Paramount Pictures, and who has made himself famous by his photographs of this war.



**FORTIFIED AGAINST BOMBS**

A little corner of a trench, showing the sand bags and steel shields used to guard against grenades, and the barbed wire entanglements that keep off infantry attacks.



**THE END OF THE CHARGE**

Bomb throwers who headed a rush on the German trenches. To do this is almost certain death, and yet there are always plenty of volunteers when the call comes.

you express the wish to be detailed to a trench mortar battery or to a bomb throwing squad—and you are immediately a full-fledged member of the "Suicide Club."

For over a year I have watched the troops of Britain, France and Belgium; have watched them at their work on the Western front—not the front of the war correspondent but the real front, behind the first line of trenches—and for pure, cold-blooded daring I give the palm to the men of the trench mortar batteries and the bombers—and in most regiments the terms are synonymous.

"Private Thomas Smith, No. 432876, 24th Blankshire (King's Own) Guards." That was his official record on his company's rolls when he joined in and the same information in abbreviated form was stamped on a leaden disc which hung around his neck on a piece of string, with an additional note stating his religious convictions; the latter so that in case there was time to bury him with proper ceremony he would receive the rites of his church.

Four months ago Smith was merely Tommy Smith, earning 25 shillings a

(Continued on page 710)



# SALONIKI FULL OF SOLDIERS

BY JAMES H. HARE, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



**GREEK ARMY ENCAMPED IN A MOSLEM CEMETERY**

Near Saloniki is a Moslem cemetery which the Greek army uses as a camp ground. This is not a compliment to the Moslem inhabitants of the city, but there is no love between Christians and Mohammedans in Macedonia. The Greeks' large force at Saloniki causes uneasiness to the Allies.



**THE BRITISH GUARD HOUSE**

Even in the best of armies there are soldiers with a genius for getting into trouble, and one of the first things the British accomplished on Greek soil was this guard house, where soldiers under arrest are confined. A "clink" may be followed by anything from a few hours' "fatigue duty" to imprisonment or even death, according to the offense.



**HAVING A BITE BY THE WAYSIDE**

Two British "Tommies"—who were, probably dignified civilians twelve months ago—are glad of a rest and the chance for a lunch of tinned beef. This picture was made outside of Saloniki and the men were on their way to Serbia, where the British were later badly cut up. Overwhelming numbers of Bulgars and Teutons forced them out of Serbia, with the French.

# THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

## WE PROTEST TO FRANCE

SECRETARY of State Lansing has cabled to the American Ambassador at Paris a protest to the French government against the seizure of six German subjects from American ships on the high seas. These men were removed from the steamships *Carolina*, *Coamo* and *San Juan* in West Indian waters by the French cruiser *Descartes*. No reason was given for this action beyond the fact that the men seized were Germans. This is in violation of the principles for which the United States has always stood, and in accordance with which it released the Confederate Commissioners, Mason and Slidell, who were taken from a British vessel by a Federal cruiser during the War Between the States. Last year a French war vessel took a German subject named Piepenbrink from the American ship *Windber*, but he was released after an energetic protest from the State Department. Both France and Great Britain made it plain in granting the release that it was a matter of favor and courtesy and that the question of principle was reserved. In commenting on this the *New York Times* says, "There is no question of principle to be reserved." Ambassador Jusserand, representing the French government at Washington, is quoted as saying that he believed the seizure to have been made contrary to instructions. The text of our protest has not been made public at this writing, but it is asserted that while friendly and moderate in tone, it carries a positive demand for the release of those persons who have been taken from under the protection of the American flag in defiance of the laws of nations.

## OUR DEMAND ON AUSTRIA

LIFE, for a neutral Secretary of State, is just one protest after another. The sinking of the Italian steamship *Ancona* in the Mediterranean by a submarine flying the Austrian flag made necessary the dispatching of a firm note by the American government to Austria-Hungary. It was practically a repetition of the *Lusitania* note to Berlin, only more concise and forceful. At least 11 American citizens lost their lives in the sinking of the *Ancona*, and a disavowal of the act by the government, the punishment of the officer in command of the submarine and compensation to the heirs of those who lost their lives, is demanded. Austria replied promptly, but in a manner not satisfactory to Washington, demanding details of the infractions of international law alleged in our note. While this action seems merely dilatory, further correspondence must follow. The American press generally endorsed our note. German papers in the United States voiced some criticism. In Austria the note was received with considerable indignation. The *Vienna Neue Freie Presse* says that "even the stories of the hostile passengers show that the captain of the submarine kept strictly within the rules of international law." It ventures the opinion that President Wilson's "demonstrative proceeding is not unconnected with American internal political considerations." The *Berlin Post* imputes similar motives to the President. The *Berlin Kreuz Zeitung* says: "The language of the note is remarkable. The *Ancona*, through its attempt at flight, had, even in accordance with the stand earlier taken by the United States, forfeited every right to consideration." The *Rhenish Westphalian Gazette* finds two weak points in the note; first, that arrangements with one belligerent, Germany, have no validity for Austria-Hungary; secondly, that firing upon the *Ancona* was the only measure to prevent the already attempted flight, and was, therefore, perfectly justified. It characterizes the note as "arrogant" and expresses the hope that Austria will not disavow the sinking.



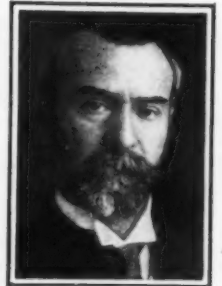
**BARON ZWIADINEK**  
The Austrian Charge d'Affaires, who is the ranking representative of the Dual Monarchy at Washington.

## PEACE AFTER VICTORY

NEUTRALS continue to talk of an early termination of the European war while the belligerents go grimly on with preparations for hostilities on a scale yet more gigantic than any heretofore attempted. Germany has announced that another war loan will be floated in March. Great Britain is making preparations to put millions more men into the field. France is training her 18 year-old boys; Russia is bringing up vast numbers of reserves. Under the surface of all this warlike preparation, however, is a muttering of discontent. German socialists and British pacifists are asking on what terms their governments would accept peace, and it is reported that more than 10,000 signatures were affixed to a recent peace petition in Hungary. Russia has had anti-war riots in Moscow and reports of peace demonstrations broken up by the police in Berlin are current, although denied by the government. There can be no doubt that all the warring countries are sick of war. But as both the German Chancellor and the British Prime Minister have pointed out in official addresses, no one is yet victorious, and the war has settled nothing. Therefore each insists that it must go on until his side has won. As it is manifest that both sides cannot win, there remains only the alternatives of a draw or of one side being beaten. If the war goes to the latter end it is generally assumed that it will be won through an "attrition of manhood"—in plain words, by the killing of so many men on one side or the other as to make it

World on "Efficient Railroads and National Defense," in which he advocates the calling, by the government, of a conference of government and railroad officials in order to decide upon a central form of organization for the possible military operation of railway lines. We have the greatest railway systems in the world, developed for the needs of a vast and rich country in times of peace, but these are separate systems without the correlation that would be necessary in time of war. President Markham's plan, besides providing for a central organization, calls for raising the physical efficiency of the railroads to a standard which would meet all the demands of a time of war. The advantages of such increased efficiency would be quite as decided in times of peace, but we have been sacrificing them in our eagerness to smash the railroads.

Recently Mr. Charles S. Mellen, former president of the New York, New Haven & Hartford Railroad, pointed out that the dissolution by government action of the system of which he once had charge had materially impaired the effectiveness of its units as a means of defense for the United States. The combination comprised the New Haven, the Boston & Maine and the Maine Central. These are on one of the most important military base lines in the country and under joint control they could be made far more useful to the country if the latter were in peril. Also discussing the relation of railroads to the matter of preparedness, Mr. George Dallas Dixon, vice-president in charge of traffic, of the Pennsylvania Railroad Company, in an address before the recent International Trade Conference, in New York, showed how essential it is to have the transportation systems of the country in fine working order in the event of war. Victory might depend on the ability of our railroads to carry troops and supplies quickly and abundantly to a given point. But to make sure of their doing this the roads should be put and kept in the best possible condition and should be adequately equipped and provided with ample facilities. Mr. Dixon suggested that the carriers should always have a sufficient income for keeping the lines in good order, for providing suitable rolling stock and for all necessary improvements. To secure this income they must be allowed to charge higher rates for passenger and freight traffic.



**J. J. JUSSERAND**  
French Ambassador, who has expressed the hope that the French search of American vessels is unauthorized.



## SOCIAL ACTIVITIES AT THE CAPITAL FIFTY YEARS AGO

The marriage of President Wilson is expected to revive social life at the White House, and all Washington rejoices. Receptions and formal dinners may be expected hereafter. Half a century ago President Johnson was in the White House and his receptions were attended by multitudes, for he established the precedent that all who wished might attend.

impossible for that side to continue to meet its enemies with success. One thing that argues against the possibility of a draw is the preponderance of British sea power. Semi-official hints from London indicate that the Allies expect to impose a heavy indemnity on Germany and Austria. This seems preposterous in view of the admitted military advantage possessed by Germany at the present time; but it is pointed out that the Allies have the power to bottle up German shipping indefinitely and mean to use it to the fullest extent.

## RAILROADS AND PREPAREDNESS

WE need something more than an army, navy and munitions to prepare for war. With all of these we would be helpless if we had not abundant means of transportation, for in a vast country like our own armies and munitions must be quickly moved from point to point. One of the many lessons taught by Germany in the war is the large part played by a nation's railroad system in preparedness. The ease and rapidity with which Germany, possessing strategic railways, has been able to shift troops from one front to another has been one of the features of the war. The lack of such railroads has been one of Russia's many handicaps. With this in mind, Mr. C. H. Markham, President of the Illinois Central Railroad, has written an article for the *Economic*

## LOW COST OF SIMPLE LIVING

INSTEAD of wailing about the high cost of living, we should study the low cost of simple living. While prices have advanced, so have wages, but the biggest advance of all is in the standard of living and the demands of the public. New York is looked upon as an expensive city in which to live and yet in New York you can get a meal consisting of fruit, a dish of baked beans, a cup of cocoa, two thick slices of bread and a piece of butter for ten cents. For fifteen cents, ham, potato salad, an apple, glass of milk, and bread and butter are served. This is at the People's Kitchen, made possible by the philanthropy of Mrs. William K. Vanderbilt, Jr., and Mrs. James A. Burden, Jr. Despite its low prices it was soon on a paying basis. What the People's Kitchen has done, every progressive woman ought to be able to do in the home. Expensive cuts of meat are desirable if one can afford them, but some of the cheaper parts contain more nourishment. With the great variety of foods upon the market, one is able to secure a well-balanced diet at comparatively small cost. Stern necessity has compelled the people of the warring nations to seek substitutes for costly articles of diet, and to cut down expense in every conceivable way. Living in an extravagant era we have been the most prodigal people on earth. If, instead of finding fault with high prices, we cultivated a simpler habit of life the problem would be largely solved.



# WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.



**CLARK HOWELL**  
The popular Atlanta publisher who has been appointed chairman of the Committee of Arrangements for the Democratic National Convention.

## PROTECTION AND THE DEFICIT

**T**HE Republican leaders intend to crystallize the thought that the restoration of the protective tariff will solve most of the problems which are being considered in segregated form by the present administration. The President himself has suggested that if any man has a better program than the one he has submitted to Congress, that man should step forward. The Republican leaders of the House and Senate, therefore, will step forward with the following idea: The restoration of protection will do away

with all the Administration's troubles with reference to the deficit, the need for additional revenue to take care of army and navy expansion, the danger of dumping by European manufacturers after the war is over, and the dyestuffs problem. Incidentally, the restoration of a protective tariff will result in the upbuilding of a merchant marine if a differential duty of 10 per cent. is imposed on all goods shipped in foreign bottoms. To avoid this duty, goods will be shipped in American bottoms and American shipping will be able to compete with the shipping of the rest of the world.

## IMPERILING THE PROGRAM

**I**T is regretted by many leaders of his own party, that the President was unable to present to Congress a single definite army program with the support of the War College and the chairmen of the Naval Affairs Committees of the Senate and House. It will be difficult enough for the Administration to fight the advocates of utter unpreparedness, under the leadership of Bryan. There should have been a single plan about which all might rally, instead of the four plans which now confuse Congress. There is the plan of Secretary Garrison outlined in his annual report and which launches the idea of a continental army of 400,000 men. This plan is a modification of the War College plan, upon which the Secretary himself threw cold water. Chairman Hay in the House and Chairman Chamberlain in the Senate presented different bills, neither of which has the formal support of the President. All these different plans, of course, will lead to discussion out of which will come the final program.

## THE WORK OF THE CABINET

**A**BOUT this time every year the Secretaries of the various departments report to the President. This year, there has been less setting forth of details and more outlining of policy than usual. The report of Secretary Garrison of the War Department, for instance, shows certain things which should be known by the public, and which are usually overlooked in the first news stories touching the "high places" of the annual report. It is interesting to hear that the general health of the army was never better and that immunization by vaccination against typhoid continues to be successful. The desertion rate is satisfactorily low. Four successful military camps of instruction for students of educational institutions were held during the past summer. Secretary Garrison deals exhaustively with the water-power problem. The present general dam law does not encourage the investment of capital. He says that a better law would result in the development of the processes for the fixation of atmospheric nitrogen through the use of electricity, bringing about the establishment of many fertilizer factories, making the United States Government independent of Chile in the matter of sodium nitrates essential to the manufacture of powder. The operation of the Panama Canal is shown to have resulted in a loss of about \$150,000. Mr. Garrison gives up the largest part of his report to a justification of preparedness, as shown by biblical and historical authorities, and details the present condition

of the army, which aggregates 5,023 officers and 102,985 enlisted men. Of this 67,000 men are mobile army troops, 20,000 are coast defense troops, and the balance are hospital corps and quartermaster department men and other troops of that character. Within the United States there are but 46,000 mobile army troops and 13,000 coast defense troops. The Garrison program for adequate national defense does not propose to abolish any of the useless army posts, and the Secretary holds that they should be utilized under the new system that is proposed.

## OUR COMING NAVY

**U**NDER the influence of Mr. Bryan, Secretary Daniels of the Navy Department was rather inclined to deplore any effort to increase the size of the navy. In his annual report, however, Mr. Daniels takes a vigorous stand for the adoption of a five-year building program, which would provide a navy in the year 1921 composed as follows: Battleships of the first line, 27; battle-cruisers, 6; battleships, second line, 25; armored cruisers, 10; scout cruisers, 13; cruisers, first class, 5; cruisers, second class, 3; cruisers, third class, 10; destroyers, 108; fleet submarines, 18; coast submarines, 157; monitors, 6; gunboats, 20; supply ships, 4; fuel ships, 15; transports, 4; tenders to torpedo vessels, 3; special types, 8; ammunition ships, 2. The grand total of cost for five years for the additions to the navy would amount to \$502,482,214. Secretary Daniels points out that the



**NAVY IS ALWAYS PREPARING FOR DEFENSE**

A view on board the battleship Texas during the recent maneuvers, showing the ship cleared for action and a landing force assembled to take possession of Block Island, the objective of the attacking fleet. By means of war games the navy is not only kept in training but many problems of defense are worked out by the higher command.

pendulum in navy circles may be said to have swung away from the submarine program and emphasis is placed on the battle-cruiser. The report advocates the establishment of a Government armor-plate plant, an increase in the number of chaplains, and a defense of the new system of punishing deserters. When a sailor violates the rules of the department by overstaying his leave or by drunkenness, he is now merely dismissed. It is found that expulsion from the navy with a dishonorable discharge has been quite as successful as, and in some ways more so than, imprisonment. The equipment of every Government yard in the country for battleship building purposes is recommended. Secretary Daniels is socialistically inclined. He wants the Government to manufacture powder, armor plate, and build its own ships. He holds there should be no incentive for private gain in preparedness.

## THE POSTAL DEFICIT OF \$11,000,000

**T**HERE is now a deficit of \$11,333,308.97 for the fiscal year 1915 in the Post Office Department. Postmaster-General Burleson says that this was caused by the European war and large increases of mandatory expenditures. The cost of the war to the postal service is estimated at \$21,000,000. Unfortunately, no attempt has been made by Postmaster-General Burleson to estimate the cost of handling the parcel post business. In view of the steady advance

of the Government under the present Administration into the field of Government ownership, it is of vital importance to the public to know whether the United States Government is handling at a loss the business formerly transacted by express companies. Of what avail will be the crushing of private enterprise and even the lowering of the rates for sending parcels if the money ultimately must come out of the pockets of the taxpayers? He advocates the adoption of a bill which would give him authority to force the railroads to carry mail at his terms. Already the railroads are carrying the mails for less than any other class of business. The substitution of automobiles for horse-drawn mail-wagons, and even the pneumatic tube service, is gradually being accomplished. It is asserted in the report that there has been a rapid extension of rural delivery, whereby hundreds of thousands of new patrons are being provided service, but on the floor of Congress it will be charged that the rural carriers have been forced to cover a large area, with the resultant loss of time and efficiency. The Postmaster-General is also socialistically inclined. He renews his amazing recommendations of 1913 and 1914 for Government ownership of telegraphs and telephones.

## ON A FREE TRADE BASIS

**O**PTIMISTIC statements are key notes of the annual report of Secretary McAdoo, who shrewdly puts the best light upon the present prosperity and attributes it in part to the Democratic party. Mr. McAdoo admits that the tariff is not producing sufficient revenue, but he dwells upon the Federal Reserve system and accentuates its virtues. He discusses the cotton situation and indicates that he is ready to help out the South with large deposits in the reserve banks at Richmond, Atlanta and Dallas. He advocates larger field forces for the investigation of income tax returns. The fiscal year which ended June 30, 1914, was a decidedly low year from a customs revenue standpoint. Yet even taking that year as a basis for comparison, Mr. McAdoo admits that the returns from the tariff for the fiscal year which ended June 30, 1915, have dropped off \$86,766,000. This great decrease in revenues is because 70 per cent. of all imports are now coming in free.

## STILL HAMMERING THE RAILROADS

**D**ESPITE President Wilson's recommendations that the pressure for new laws for the railroads be suspended until there can be a careful inquiry into the general railroad situation, Attorney-General Gregory has renewed his recommendation relating to the amendment of the commodities clause of the interstate commerce act. The Supreme Court construed the commodities clause as prohibiting a railroad from transporting articles produced, mined or purchased by it. It further held that a railroad does not necessarily have an interest in a local or equitable sense in articles produced, mined or purchased by a bona fide corporation of which the railroad is a stockholder. Mr. Gregory wants an amendment which will prohibit a railroad from transporting any interstate commerce articles which it manufactured or produced, or which were manufactured or produced by any corporation controlled by it or affiliated with it by having the same controlling stockholders, irrespective of whether such railroad or corporation has an interest in the articles at time of transportation. What he suggests would cause many companies to cease to be self-sustaining. Mr. Gregory says it should be made a crime against the United States to place explosives on vessels sailing from our ports, and should be made a crime against the United States for any person to escape or attempt to escape from an interned warship of a belligerent nation.



**WILLIAM F. MC COMBS**

Chairman of the Democratic National Committee, who has called the convention for June 14th, next, at St. Louis.

# PEOPLE TALKED ABOUT



**JAPAN'S GRAND OLD MAN AND HIS WIFE**

Count and Countess Okuma, in the coronation robes worn at the accession of the Mikado to the throne of Japan. Count Okuma is the Premier of the Japanese cabinet, and is considered one of the wisest and most single-hearted of Japan's statesmen. He was a boy when Japan was opened to outside influences, and has absorbed much from Western influence without relinquishing his Japanese ideals, which were those of the unwritten code known as Bushido—the law of the Samurai or warrior clan of Old Japan. Among his many activities was founding a school in Tokyo, where Lafcadio Heern obtained a professorship after intrigue displaced him at the University of Tokyo.



**A COLLEGE PROFESSOR AT 96**

Professor William Porter is still carrying on his duties at Beloit College, Beloit, Wis., although he is 96 years of age. He is the oldest living graduate of Williams College and one of the oldest members of the Phi Beta Kappa. He has been a professor at Beloit since 1852. In his youth he was in frail health and at the age of 15 was given up to die by his physicians. Now, he is in good health and strength.



**FROM PRESIDENT TO EMPEROR**

Yuan Shi-Kai, the first president of the republic of China, has accepted the throne of China, offered him by the Council of State, but has deferred the coronation to a more suitable time. Out of 2,043 representatives qualified to vote 1,993 favored the restoration of the empire. Yuan once refused to be made emperor. Back of this change of governmental form lies much obscure world politics. Japan is enraged at it. Germany is supposed to favor it, and there are some who see in Yuan's acceptance a possible alliance with Germany. Dr. Sun Yat Sen, who was instrumental in bringing about the republic, broke with Yuan a long while ago and is a refugee. He is supposed to have the favor of Japan and is likely to incite rebellion against the Emperor.



**THE RULER OF HIS TRIBE**

Chief Lorenzo Lucero, of the Pueblo tribe of Indians at Sandia, N. M., photographed in Washington while on a visit to the "Great White Father." The chief carries a cane that was presented to one of his predecessors by President Lincoln in 1863, and which has been handed down since then as the badge of chieftainship. While Lorenzo paid a visit of ceremony to President Wilson most of his time was devoted to seeing the sights.



# SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



## STARTING FORTH IN SEARCH OF THE ELUSIVE MR. REYNARD

The fall and winter months find many a scarlet-coated contingent of American lovers of outdoor sports, particularly in the South and East, riding to the hounds with the same ardor shown by the enthusiasts of once "Merrie England," the real home of the fox hunt. The photograph shows the Watch Hunt at Short Hills, N. J., starting out for a run and eager for the word "Go."



**WOMAN CHAMPION LOSES AT THE NETS**  
Mrs. May Sutton Bundy, always a favorite tennis player, and one-time title holder, recently defeated Miss Molla Bjurstedt, the present clever woman's single champion, 6-3, 1-6, 6-2, at Long Beach, Cal., in an exhibition contest.

## YEP! IT'S COME TO THIS

Members of the faculty of certain colleges have suggested that students be forbidden to play baseball on the ground that in this sport their enthusiasm causes them to ape professionals in their desire to win.

"We've studied this question of baseball quite some,"  
Quoth the self-haloed pedagogues, patting their chests.

"We feel it's *de trop* in a college, by gum!  
While checkers and croquet have met all our tests.  
As a sport it's too noisy, too active and rough—  
Why at times our dear boys talk real naughty and gruff.

Then their clothing they soil,  
And their manners they spoil,  
They tan and perspire while making their runs—  
All things ill-befitting real gentlemen's sons.  
Now if we have our way  
There'll be gentler play,  
And instead of this craving for muscle and brawn,  
Why we'll substitute games to be played on the lawn.

"Thank goodness, all boys are not rowdies like these,  
For we've studied all kinds and of course ought to know;  
Take those carefully manicured chaps, if you please,  
Who appear once a year in our musical show—  
When they're fixed up with powder, some wigs and some paint,

Why they look like sweet damsels, quite saucy and quaint,  
And their dresses they wear  
With true feminine air.  
They're pictures of beauty, they're studies in grace—  
Their figures look stunning in satins and lace,  
How much better like these  
To endeavor to please,  
Than go shouting and rushing about in the sun—  
There complexions are lost, naught but freckles are won."



JOSH DEVORE



"BABE" ADAMS

## WINTER LEAGUE STARS

Here are three uncrowned kings of swatdom whose prowess now is furnishing food for discussion by the hot stove league. George Gibson, whose many admirers in Pittsburg began urging his selection to fill Fred Clarke's shoes, as soon as that famous leader resigned as manager of the Pirates, has been one of the most conscientious back-stops the national pastime ever has known. In the last five seasons he has caught 450 games, made 2,027 put-outs and 512 assists. This catching record indicates a man "always on his job." Charles B. Adams, called "Babe" by an army of well-wishers, won his baseball halo in 1909 when, in the world's series battles between the Buccaneers and the Tigers, he came to the rescue of tottering veteran twirlers, pitched three games, won all and saved the championship. In the last five years he has pitched in 101 games and made but two fielding errors, an accomplishment never even approached. Josh Devore is the "luckiest player in baseball." He has played with the Giants, Braves, Reds and Quakers, but usually has been shifted to a team which took part in a world's series. He has signed with the National League champs for next season.



GEORGE GIBSON



## RUGBY GAINS IN FAVOR ON THE PACIFIC COAST

This splendid sport, which each year is gaining added favor throughout the United States, recently drew a crowd of 16,000 persons to the playing field at Palo Alto, Cal., where the Stanford University team defeated that representing the University of Santa Clara by a score of 30 to 0. Excellent sportsmanship featured the contest from start to finish. Note in the photograph the clever manner in which the student spectators formed the letters L. S. J. U., meaning Leland Stanford Junior University.

# PICTORIAL DIGEST OF THE WORLD'S NEWS



DRAWN BY GALLON, SALON. PHOTOGRAPHIC ARTIST.

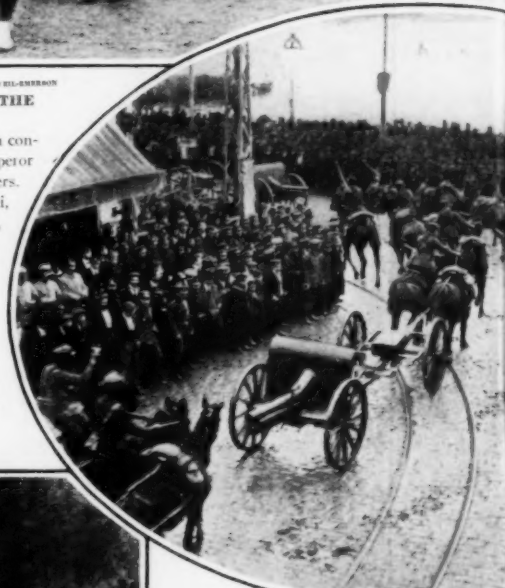
## THE BEST KIND OF A NEW YEAR'S SURPRISE

The artist has here depicted in an English setting, what is a familiar scene in Europe, the return of the wounded soldier to his family.



## BEAKING SACRED RICE TO THE TEMPLES

A view of an interesting ceremony in connection with the accession of the emperor of Japan to the throne of his fathers. The rice growers from Suki and Yuki, provinces east and west of Kyoto, brought sacred rice to the palace grounds in Kyoto for use in the Dai Josai, or Thanksgiving service, in which the emperor makes offerings to the gods. The fields where the rice is grown are purified by Shinto ceremonial each day while the rice is growing. It is planted by virgins and is watched over constantly by young men.



JAMES H. HARRIS, STAFF PHOTOGRAPHER.

## GREEK ARMY LEAVES SALONIKI

The Greeks have drawn their forces away from Saloniki, with the exception of a couple of regiments maintained in the vicinity to preserve a semblance of Greek sovereignty. This leaves the French and British, under command of General Sarrail, in complete possession of the port. One of the greatest advantages to the Allies is that they can now take action against the spies that have thronged Saloniki since it first became a war center.



The dishes used for Thanksgiving, with appropriate material. In the constructed building by officials of the



## READY TO MEET THE GERMAN GAS AND BAYONETS

An illustration of what the warfare of to-day has come to. The French soldiers, masked against the deadly chlorine gas which the Germans are rolling down upon them, wait with fixed bayonets for

the German charge that is to follow. Gas was deadly but defensive means have been devised which greatly reduce its effect from it. Both sides now use chlorine gas in some form.





**THE ARRIVAL OF DESPATCHES FROM THE FRONT**

The messenger, all soiled and disheveled, and with wounds on his head, has rushed into the dignified staff headquarters in an old French chateau. He brings important messages from the firing line, and the officers are eagerly awaiting them. The despatch rider is still a great factor in war, although many of his duties have been taken over by the telephone and wireless telegraph. He now rides a motorcycle.



**MAKING DISHES FOR THE SACRED THANKSGIVING CEREMONIES**

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DRAWN BY FRANK DADD

**CHRISTMAS IN THE TRENCHES**

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British soldiers, sheltered in a bomb proof, unpack the box of dainties and presents that the loving friends at home have sent. Last year at some points of the western front the soldiers established a sort of unofficial truce by not firing upon each other.

# WALL STREET'S BIG MEN OF OTHER DAYS

(Continued from Page 715)

challenge the muckraker he would have forestalled the yellow press and the yellow magazine and smothered the voice of unreason and unrest. The public at heart admires a fighter whether it believes in him or not. The best proof of this is the ception that young Mr. Rockefeller received when he visited the disaffected mining districts of Colorado recently and at the close of his trip was enthusiastically acclaimed by the business men of Denver whose guest he was. Nor can we forget the deep impression on the public mind that the late J. Pierpont Morgan made as a frank and willing witness before a Congressional committee at Washington. On one occasion, not many years ago, Mr. John D. Rockefeller, Sr., attended a private luncheon given by a number of publishers in New York and at its close he spoke in such a felicitous way that he left the best kind of an impression upon a gathering that included some who had been his severest critics. It is too bad that Mr. Rockefeller's frank, outspoken address could not have been given to the public. There was nothing in it of which any one need have been ashamed. It is a misfortune that he does not speak oftener in public, for his words impress one with the conviction that, without seeking publicity, he is trying conscientiously to devote his great fortune to the highest public welfare.

In recent years, other captains of industry, like Judge Gary, of the Steel Corporation, Mr. Frank Vanderlip and Mr. Schwab, have spoken freely on many public occasions and always with the best results. Those who attended the banquet of the Ohio Society a few years ago when Mr. John D. Archbold, President of the Standard Oil Company of New Jersey, was persuaded to stand up and talk for a few moments, will recall the force and vigor of his remarks. His frankness and sincerity appealed to the heart of every listener, and when he sat down the applause was tumultuous!

One of Wall Street's leaders who was never afraid to talk in the old days was Roswell P. Flower. He was a prince of Wall Street fifteen or sixteen years ago, and was the delight of all who knew him. He was a strong, stocky, able-bodied man with a round, smiling face. He had a contagious laugh and impressed every one by his good nature, his kindness of heart. One of his favorite expressions was heard in spring, and more than once I have heard him cheerily quote the couplet:

When the days begin to lengthen,  
Then the market will begin to strengthen.

## FLOWER'S GOOD TIPS

Many a chap got a good tip from Roswell P. Flower. He was the sunny light of one of the most prosperous and successful stock exchange firms on the Street. But of course he could not give away his office secrets and I never knew him to mislead anybody. If he could not give you a tip to buy a stock he would not deceive you into selling so as to take advantage of you.

In those days of wild speculation, I heard from good sources that 'Frisco Common, then dormant and unattractive, was about to become active and advance. Talking with Mr. Flower, I ventured to say in an inquiring tone: "I hear that 'Frisco Common is going up?" I had reason to believe that Mr. Flower knew what was in the wind, and I watched him closely. He turned to one of his partners and said: "Do you hear what he says? He thinks 'Frisco Common is a buy." He made no further comment, but the way in which he said this assured me that I had the right tip, and so it proved. Flower was in politics and I often wished that he had stayed in the financial district. The governorship was a great tax on him and a greater tax on his friendship, for innumerable calls for favors were made by those who were entitled to consideration and by many more who had no claims upon him. The man in public office must submit to exactions. The late A. N. Brady, whose remarkable genius for finance startled Wall Street, was an intimate friend and business associate of Mr. Flower and of the late Mr. Frederick P. Olcott, for many years President of the Central Trust Company, and also of Mr. E. C. Benedict still surviving, hale and hearty on the eve of his eighty-second birthday. They helped to lay the foundation of Brady's colossal fortune. Fortunate indeed it is that his estate has fallen into the conservative hands of two worthy sons, Messrs. N. F. and James Cox Brady.

The advent of the California magnate, Jim Keene, in Wall Street with his determination to crush Gould deserves a separate chapter, but few will forget the response of Gould as reported at the time when Keene with \$15,000,000, then a prodigious fortune, came from California to "do" the little wizard of the Street. Gould is reported to have said: "Keene is coming on in his private car to fight me. I will send him back in a freight car." I do not know that Gould ever said this, but those who followed Keene's fortunes and misfortunes often recalled the saying.

## BANKING AND POLITICS

Like Flower, Levi P. Morton had a penchant for politics and like Flower, Morton was graduated from the banking office to the governorship, and the senatorship. He was in a position, also, to help his friends and a distinguished politician who still survives, and who at that time was in far greater need of a financial lift than he is today, told with satisfaction to the little circle of his friends, how a tip from Morton had enabled him to make a \$30,000 strike in Wall Street. Gould was a surveyor in Vermont and a map maker in New York, Sage a farmer boy, Flower born of an humble family in Western New York,



THE STOCK EXCHANGE OF 50 YEARS AGO

The board of brokers was housed in the new building, located at Broad, Wall and New streets and which cost \$600,000. It was opened on December 9th, 1865, and was then said to be the most magnificent structure of its kind in the world.

and Morton a merchant in a small way in Vermont in his early beginnings. The sons of rich men were not in evidence as they are today, and yet among our great financiers whose influence is far-reaching in Wall Street, we have many, most of them in fact, of the self-made model. Mr. Vanderlip, at the head of our greatest banking institution, was a newspaper reporter in Chicago. Mr. Hepburn, Chairman of the Board of the Chase National Bank, the silent financier whose influence reaches far more widely than many realize, was a school teacher in St. Lawrence County. Mr. Wiggins, President of the Chase National Bank, was a bank clerk in Boston and Mr. Sabin, President of the Guaranty Trust Company, clerk in an Albany bank. I have mentioned Mr. Brady's sons who have succeeded him in financial circles, as has the son of Mr. John D. Rockefeller succeeded in a measure to his vast responsibility. The young Mr. Rockefeller devotes himself largely to the philanthropies established by his father. The active Rockefeller in Wall Street is Mr. Percy A. Rockefeller, son of William Rockefeller, one of the ablest of our veteran captains of industry of the Standard Oil group.

## THE STANDARD OIL GROUP

This group was a power in Wall Street in the days when the late Mr. Rogers was in his prime. His operations were on a tremendous scale. There were giants in those days and they were on both sides of the market, sometimes bulls and sometimes bears. I believe the last great strategic campaign in Wall Street was that of 1903, led by William Rockefeller. He conducted his forces with such irresistible power that even Mr. J. P. Morgan had to acknowledge defeat. The Standard Oil leaders from Mr. Rockefeller, Sr. down were popular with those who held their securities because it was known that they always piled up a surplus and as Mr. Washington E. Connor observes, "When they came to a show-down, it was always discovered that they had an unexpectedly large surplus instead of the deficit that too many examinations of corporations reveal."

In those good old days, a quarter of a century ago, we had masters of Wall Street, beside whom the operators of later days, excepting a few like Jim Keene, John W. Gates, Dan Reid, Judge Moore and Mr. Brady, looked like pikers. These masters planned a campaign as carefully as Germany plans its military schemes. William Rockefeller was a leader when St. Paul was selling at 20 with no market and New York Central at about the same price and no one seemed to be able to make a market. This was way back in 1876 or 1878. It was at that time that William H. Vanderbilt engineered a bull campaign in Northwestern and carried it out with the aid of the late Charlie Osborne, D. P. Morgan and Frank Work all long since gone to their reward. That was the time when Washington Connor engineered for Jay Gould a pool in Union Pacific then selling at 15. Gould sold more "puts" on Union Pacific than the entire capital stock comprised. After he had done this, he told Connor of the fact and exultantly exclaimed: "Every 'put' I sell now is velvet, for the capital stock is more than sold out." This was one of the boldest campaigns that Jay Gould ever put through.

In those days Western Union was the leader of the market, and Jay Gould, with his controlling power, was the center of attack from all sides. He was far more fiercely lambasted than any of the Standard Oil crowd in later years was when the muckrakers sought them out, as their special target for abuse. Some stocks seem to be of perennial interest to the public, others have their periods of activity. Western Union is one of the old stagers that bids fair to come into its own again. Erie, the Vanderbilt shares, the transcontinental lines and the Coalters are with us always, but Manhattan Elevated is no longer noticed, though at one time, both Gould and Sage were making it the most attractive stock on the list. After dropping to around 20, it started on an uninterrupted movement upward making fortunes rapidly for all who were in it. I remember meeting the late Elliot F. Shepard, one morning. He was in the highest spirits and in confidence whispered in my ear: "I just made \$30,000 by closing out my Elevated stock this morning."

## GEORGE GOULD'S TRAINING

I recall George J. Gould working in his shirt sleeves as a telegraph operator in his father's inner office in the Western Union Building and the pride that the father always took in the industry of his oldest boy. This industry met its reward in the legacy of \$5,000,000 specially left to George by his father as a recognition of his fidelity. But the Gould stocks have all suffered severely. What the father would have thought of the misfortunes of the Wabash and Missouri Pacific railways, in whose upbuilding he took so much pleasure, were he to witness their condition now, must be left to the imagination.

There is a different Wall Street today from that of my early recollections. Different men and different methods. A vastly different list of stocks, but it has the same atmosphere, for the spirit of speculation never dies.

## HISTORY OF THE EXCHANGE

The New York Stock Exchange has a lot of history back of it. Originated in 1792 it languished for 25 years, so that its active life did not begin until 1817. The desire to deal in government securities, then consisting of debts incurred by the Continental Congress and the colonies, and assumed at the close of the Revolutionary War by the nation, brought about the first organization of stock brokers in New York City. Merchants and auctioneers were frequently commissioned to buy and sell government stocks and shortly there arose specialists in such transactions who were known as stock brokers. In April, 1792, about 24 of these specialists agreed to buy and sell only with each other. For some time they met in the open air, and their transactions could not have been extensive, since on May 26th of 1792 only seven stocks were dealt in. During 1793 the brokers began to meet in the Tontine Coffee house, and the exchange remained there for some years. In February, 1817, thirteen individual brokers and seven firms decided to start a new association and adopted a constitution under the name of the New York Stock and Exchange Board.

In 1855, the year of LESLIE'S WEEKLY'S birth, the Exchange was holding its sessions in the old Corn Exchange Bank building, at William and Beaver streets. On October 13, 1857, the panic year, 24 stocks and bonds were dealt with at one of the sessions of the Exchange. Records of the transactions of those days are meagre, but the securities dealt in included Illinois Central bonds, Reading, New York Central sixes and stock, Harlem Railroad stock, Erie, Delaware & Hudson, Michigan Central, Chicago & Rock Island, Panama Railroad and Cleveland, Columbus & Cincinnati. The sales at the session on October 13th, 1857, were 36,000 shares. The president of the Exchange at that time was C. R. Marvin.



# LAUGHING AROUND THE WORLD

WITH HOMER CROY

## CHINESE BEGGARS AND THE DEBILITATED CURRENCY THEY GET

I HAD always heard that there were lots of beggars in China, but I had no idea that China was squirming with them. I don't know how many there are, but if I were asked to guess I'd say a million. Dirty, ragged, drooling wretches they are, mumbling the same words over and over, and pushing right up against you until your stomach begins to quiver. One could stand their dirty, ragged clothing, but their awful sores make one positively sick.

They pride themselves on their sores, carefully keeping the wounds open. It brings them trade; it softens the purse. Year in and year out the beggars watch over their sores, suffering the intensest pain rather than work.

There are three kinds of beggars in China. The local beggars, who live in the town they prey on; the traveling beggars, who journey from village to village; religious beggars, who, according to their religion, have to become traveling beggars for a certain number of years in order to attain the right humility. I can think of nothing that would gain a person humility quicker than begging in China and sleep-



THE STEAM ROLLER IN CHINA

A land where man power is cheaper than fuel and engines, and where coins are in use of a value of one-twenty-sixth of an American cent.

a small merchant, and more for a large one. When wandering beggars come to town they are taken care of by the local union.

On feast days and celebration days the beggars live fat, for everybody gives them. Every person throws them something, and so a beggar gets a great deal more money than a person would think. The beggars are proud of themselves because they can make a living without working, but nothing will make them madder than to be called beggars.

### BUCKING THE BEGGARS

A person who has never gone up against the beggars thinks he wouldn't pay them anything. He is quite confident about it—until he has tried it. In Soochow I was out walking with a girl from a missionary home, talking lightly about first one thing and then another, the way a fellow does when there's a pretty girl at his side, when a gang of beggars flocked down on us. I made up my mind that I wouldn't give them anything and so suddenly found an awfully interesting sunset off to the west. I began to enthuse over it, directing her attention to the light on the clouds and the burnished gold hanging on their lower edges, like clusters of golden grapes, twisting my neck clear around so that I couldn't see the troupe of beggars. But the beggars came around and got between us and the sunset. On the other side, I found a picturesque pagoda framed in the sky and called her attention to the beautiful picture it made and how it ought to inspire an artist to a great piece of work, confiding in her that I had always



THE BEGGAR'S BABY ASSISTANT

The infant is supposed to lend pathos to the appeal of the mendicant.

ing on mats by the side of the road. This kind can be told by the white spots on top of their heads. I could hardly believe it when I was told how these spots were made—by dropping hot lead on their heads.

The number of beggars in a small town is surprising. In one small town that I lived in for a while there were 800 local beggars. These with the hundreds that flocked in for a few days or a week at a time kept the town so well supplied that the people were never pinched for some one to throw pennies to.

A person cannot become a beggar in China by simply putting on old clothes and going out with his palm turned up; he has to serve an apprenticeship just as he would in any other trade. The beggars have unions. Incredible as it may seem, in every town or village is a beggar guild, all banded together for the common purpose of making people pay. This is the way they go about it:

### HOW THE UNION WORKS

Each town has its head of the guild, or beggar chief, called the Kah Doen. His word is law. The Kah Doen goes to a merchant and tells him that unless he pays him money it will go hard with him. If the merchant says that he won't be bluffed, a few days later, when the merchant has his store full of fashionable customers, in will troop a dozen beggars, diseased and scabbed, crowding up against the customers. There are so many that the merchant can't put them out; the customers run from the store, and the poor merchant loses many sales. Day after day the beggars will cluster in swarms before the storekeeper's door, frightening away all people coming to buy, until in desperation the proprietor pays the tribute money. The Kah Doen gives him a receipt for it, in a businesslike way, and a red slip is pasted on his door to show that he has paid the money and must not be bothered by the union. For one year he is exempt, but on the first day of the next year the beggar chief is back for more money. This money amounts to sixty cents a year for

longed to be an artist, to be able to paint a pagoda with just such a tint of sun on it as that—but half of the drove came around and got in front of the pagoda. I looked ahead for something to point out excitedly, but they swarmed in front so that we were completely hemmed in, the dirty creatures holding up their sores and shaking their baskets under our noses. I tried to push on by, but although I succeeded in working slowly through, each one that I passed went hobbling on ahead to be in line again.

With the air of having it all over with I pulled out a handful of pennies, dropped them here and there in the baskets, and started on. But all the beggars who hadn't received pennies came bubbling up closer than ever, shaking their empty baskets in my face as if I had not done my full duty. I dropped some more pennies in and tried to hurry on, but each time some beggar set up a cry that he had been overlooked. I began to see that they were repeaters, so lifting my chin commandingly I said, "Now clear out, every one of you—I am through with you."



YOUR FORTUNE FOR HALF A CENT

By whirling the dial the seer learns that you are going to have good luck. Unlucky fortunes are not profitable to the teller.

But not one of them cleared out. They did not understand a word that I was saying. Instead of leaving, they packed in closer, one beggar unwrapping a particularly hideous sore as if he were playing his last card.

"Now clear out," I said, the way I felt that Captain Lawrence would have said it. But not one of them cleared—they all stuck to their ship.

"You go on," I said to her, with just a little less assurance, "and I'll settle with them."

My companion edged out and tried to get away, but half of them followed her while the rest cast their fortunes with me. This was worse than ever, so I crowded through and caught up with her, when they all surrounded us again.

### PUTTING ONE OVER

"I think maybe I can get rid of them," she said, so as not to hurt my feelings. "You count them," and began looking in her pocketbook.

"Even twenty," I said, as I finished.

She picked out a handful of cash, the money with the square holes in the center, and holding it so that they could all see it, flung it to the ground. Hardly had the money left her hand until they were fighting for it.

"Now come on," she said, and away we dashed to freedom.

"How did you do it?" I gasped.

"There were 20 of them, so I threw them 23 cash and then they began to quarrel over who should get the extra money. If the money had come out even we wouldn't have been any ahead—they would have divided it and come on."

A person can throw cash to the beggars for a month and hardly miss what he has given, for a cash is about the smallest valued coin in the world. It takes 2,600 of them to make a dollar. You can go into a store with a dollar, buy a dime's worth of lychees and get back more

(Continued on page 727)



THE RAGGEDEST MAN IN THE WORLD

Mr. Croy gave him first prize after inspecting thousands of China's union beggars, who are nothing if not picturesque in their make-up.



## What Is It Makes Men Fight?

IN one short ugly sentence she had stripped him of his manhood. In a moment of jest, she had cut deep into his heart. As he lay gazing at the blinking stars and the shells that shrieked and burst, there again rang in his ear that mocking laugh which had sent him flying to the front. She had the prettiest hair, the brightest eyes, the most tantalizing smile in all San Augustine. He would SHOW the world that a lion's heart beat in his little body.

The war closed and he went home—a Colonel and a hero. San Augustine was frenzied over its native son. Straight up the path to her home, he walked—and then—the thing that happened wasn't at all what you think.

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## O. HENRY

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why universities are planning tablets to his memory; why text books of English Literature are including his stories; why colleges are discussing his place in literature; why theatrical firms are vying for rights to dramatize his stories.

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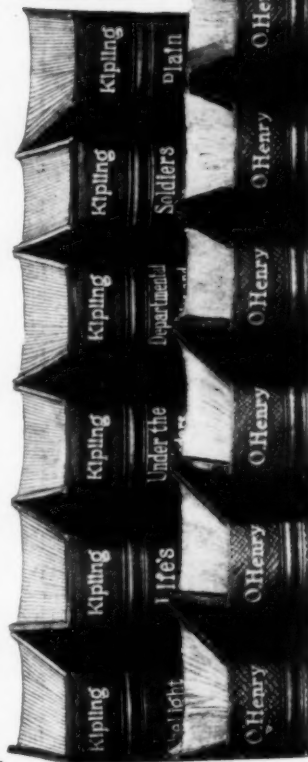
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## BRITISH LION'S WAY

BY W. E. AUGHINBAUGH

LAST week I told something of the mis-handling of American importers' claims for the release of goods detained in neutral ports under the British Government's Order in Council and placed the blame on our State Department. But there is another side to the story of the American business man's woes, and it has to do with the British methods of handling American claims. You hear a great deal about it in Washington—unofficially, of course—and it is particularly exasperating because it indicates that the British are not playing the game fairly, even if we admit their contention that they are justified in their attitude toward our commerce with neutral nations—which we do not admit, either officially or unofficially.

The British Government demands proof of every step taken by the American importer desiring to release goods of German or Austrian origin held in a neutral country. Certified copies of the order, the acceptance, the consular invoice, the freight rate, the insurance rate, the terms of payment and discounts are not considered. If the American importer does not send in with his claim the original of each one of these documents his plea is rejected. These requirements are more strict than those necessary to prove a case in any court in the world. The rigidity of these requirements works great hardships on the importer and results in the confiscation by the British Crown of many American goods.

### GETTING TRADE SECRETS

This is bad enough, but the evidence is accumulating to show that the information required from the American importers is being used to build up British trade at the expense of German and Austrian firms, and lends color to the charge often made in the newspapers that one object of the British "blockade" of Germany is the destruction of German trade, not only during the war, but afterward.

Two glaring instances may be cited, although there are many others on record. In the Birkfeldt filter case the facts briefly stated are as follows: The clay which is used in the production of these filters is found only in Germany. The filter is the only one known that is wholly satisfactory for the filtration of anti-toxins and for that purpose it is employed in medical research work, in laboratories, in hospitals and by physicians. An American firm of importers ordered a supply of these filters prior to March 1st, 1915, and filed an application for their release from Rotterdam, complying exactly with the requirements of the British Government. The case hung fire for months, being delayed on one pretext or another. In the interval there came a letter from an English manufacturer offering to supply the American firm with filters, for scientific use, and claiming superiority for his article over the Birkfeldt one. This offer was followed by others from different British manufacturers, showing that information about the order for the Birkfeldt filter had "leaked" and that the British manufacturers were endeavoring to make use of it to introduce their goods into this market.

Another case is that of an order for \$1,000 worth of glass scientific instruments for research work at the Rockefeller Institute. These goods, after much effort, were released. But the British Embassy added to

the letter authorizing their liberation substantially this statement:

"Similar goods may be bought as cheaply in England and it is confidently expected that future orders for them will be placed with British manufacturers, which will avoid such delays as applicant has experienced." This was signed by the British Ambassador.

These and similar instances show that the information obtained from American importers is not held in confidence by the British authorities but in some way gets to manufacturers and exporters who use it to further their own trade.

Not only has England practically killed the business of our importers from Germany and Austria but she has also stopped all exports from the United States to either of these belligerents. As a consequence neutral lines of steamers plying to Europe, rather than have their vessels held up, searched and cargoes confiscated, refuse to accept in this country any goods intended for enemies of Great Britain, and will not carry goods that are not certified by the British consuls in America.

While Great Britain is suggesting to American merchants that

they should buy from British sources instead of from Germany or Austria, she is also restricting exports from the United States to neutral countries to an extent that suggests that she is endeavoring to force importers in neutral European countries to order American goods from British dealers, who in turn order them from America, and make a war profit on them. This has been charged repeatedly, and there is confirmation of this charge in the rapid recovery of the British re-export trade, which fell away to almost nothing in the early days of the war. From the beginning the British attempted to make the national motto "Business as usual." Even now it seems that, while they have found that nothing can be as usual during war, they are straining themselves and their ethics to keep the mercantile machine in operation.

### ISOLATING AMERICA

These things are hard to prove, and even if proved there is little that the American Government can do. So far as re-exporting American products to Holland and the Scandinavian countries is concerned, we are not the principal sufferers, as the importers must pay the added costs. The policy of the British, however, seems to be to destroy as far as possible the direct trade relations of the United States with neutral European nations, which, of course, is a severe blow to our exporters and importers. Many business men feel that a more vigorous policy on the part of our State Department would have reduced the amount of interference with our trade, though, of course, so long as Britain insists upon its right to search neutral ships on the high seas and to detain any cargoes that are suspected of originating in or being destined ultimately for enemy countries, our trade must be heavily handicapped.

Business men engaged in foreign trade are beginning to turn from the administrative department of our government to Congress, and plans are under way to demand a sweeping investigation by Congress of all the circumstances in connection with

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In answering advertisements please mention "Leslie's Weekly"



# LAUGHING AROUND THE WORLD

(Continued from page 725)

money than you can carry. As cash have square holes in them, the usual way of carrying them is on a string. You give the strings to your house boy and he goes staggering down the street with 90 cents over his shoulders.

When a merchant goes to take his money to the bank, instead of locking it up in strong boxes and sending along an armed guard, as we do in America, he simply gets a coolie to load his barrow and wheel it along the street in plain sight of all. At the bank he has a clerk check off the loads and that is an end of it. The strings are tied together so that even though a thief grabbed the money he couldn't get it out before the coolie dropped the handles and came around and gave him a welt over the ear.

A robber has a mighty poor calling in China. When he holds you up and takes your strings of cash all you have to do is to run on ahead of him and tell a policeman. When he comes weaving up you simply point him out to the policeman and have the poor perspiring creature led off to durance vile.

A dollar of our money in Chinese cash weighs 18 pounds.

In Chente Fu, which is a small village where white people seldom go, I was going along with my guide when I saw a small peddler beside the street with some fine Peking pears. I bought six of them for ten and a half cents, and in payment gave the street peddler a 20-cent piece. He turned it over and over, and tested it with his thumb nail, which was surely made for the purpose. The peddler gave back the coin and said that he would not take it. The guide asked him why and he explained

that he had never seen any such money and that it might be bad. So I had to dig up some coppers. In all his life the peddler had never seen a piece of silver money. There are thousands and thousands of people in China whose financial dealings never amount to enough to have it put into silver, who are born, grow old and pass to their reward without ever having seen a piece of silver.

All China is suspicious about money. Every time you put down a dime or a piece of silver the other person tests it before he will take it, ringing it on the counter or on the pavement. You can't give a merchant the right amount of change and walk off; he won't let you leave until he has tested every piece—and he always gives back one or two pieces. He wouldn't think very much of himself as a merchant if he didn't refuse some of your money.

If you buy something in one part of a store, get your change and walk to another counter and buy something else and give the change that has just been given you, the second clerk on general principles will refuse part of it.

Before you buy anything your money has to have the once over. Sometimes it is maddening to have to wait while your money is tested. One day I rushed up to catch a train, with just a minute to spare; one of my dollars was bad and before change could be made the train had rumbled off into the silent night without me. But in a few minutes the silence was broken—broken beyond repair—by an impulsive young man 6,000 miles from home who put his whole soul into one mighty Missouri effort.

# BRITISH LION'S WAY

(Continued from page 726)

Great Britain's interference with neutral trade.

The attitude of the State Department is well summarized in a phrase which a high official of the department used in a conversation with me recently. "We are in the lion's jaws," he said, "and can do nothing but beg."

We may well doubt that the lion intends to release his hold. Premier Asquith, answering an interrogation in the British House of Commons on December 13th, said, in speaking of recent trade agreements with neutral countries, that their object was "a reduction of all German trade, while preserving to neutrals their legitimate rights." Sir John Lonsdale insinuated that these agreements made it possible for goods essential to Germany to pass into that

country through neutral nations. This the Premier denied and said that no change of policy in this regard was contemplated, nor was the blockade of Germany to be considered a failure.

The truth is that Great Britain, through the strength of her navy and the extent of her mercantile marine, has a firm grasp on the trade of the world and means to keep it. Her superiority in sea trade is especially effective at this time, when the war has removed through internment, destruction or commandeering more than one-quarter of the world's sea-going tonnage from peaceful commerce. It would seem that this advantage should satisfy her and that she should be above resorting to small tricks to further her commercial interests.

## AN INSPIRING BOOK

FEW volumes of the time are so inspiring as "Finance, Business and the Business of Life," written by B. C. Forbes, the able business and financial editor of the New York American. This work first appeared as a series of articles printed in the American. So highly appreciated were these that there was a general demand for their publication in book form. Mr. Forbes packs into his pages a vast deal of common sense, philosophy, sound sentiment and clear thinking. He truly characterizes his work as a "contribution towards making finance cleaner, business more humane, work more inspiring and life more worth while;" and proceeds to this end in talks on earning, saving, spending and investing money, comments on successful men and reflections on success, happiness, etc. Every paragraph contains a vital thought and the style is lucid, forceful and pleasing. All readers of the book will be mentally and morally benefited by it. Especially is it

to be commended to young men, whose careers it cannot fail to influence for the better. New York: Financial Bureau, N. Y. American. Price \$1.00.

## A NEW YEAR'S PRAYER

O, New Year! standing at the door  
Knee-deep in frozen drifts,  
Your starry eyes are full of hope,  
Your arms are full of gifts,  
You bring us love, you bring us fame,  
You bring us yellow gold,  
And all the fruits and all the flowers  
Your youthful hands can hold.

But one more treasure yet we crave,  
The greatest of them all.  
The boon for which we wait and pray  
In hut and palace-hall.  
Keep love and fame and fruits and gold,  
And blossoms dew-impearled,  
But bring the blessed gift of Peace  
Unto the war-worn world.

—MINNA IRVING.

In answering advertisements please mention "Leslie's Weekly"



## Damp Clothes Start that Cough

A box of S. B. Cough Drops not only satisfies your children's natural craving for something sweet, but gives them something that will surely soothe the throat and prevent coughs, colds and hoarseness.

Children must play—let them carry a box of these drops during Winter and Spring, and have all the fun they want. Give them one o' bedtime to loosen the phlegm. They're better than medicine.

## SMITH BROTHERS' S.B. COUGH DROPS

Containing Only Pure Cane Sugar and Pure Medicinal Oils

SMITH BROTHERS  
of Poughkeepsie  
Your Grandpa Knows Us  
Makers of S. B. Chewing  
Gum and Lasses Kisses



ONE  
NICKEL

## Four Great Pictures

Steady Work

By Enoch Bolles

Taken by Storm

An Enveloping Movement

By James Montgomery Flagg

To Be Continued

By E. A. Furman

**\$1.00**

Black ink can't describe to you or even attempt to show you what the originals of these pictures are really like.

But you know JUDGE and that guarantees the taste and skill of their execution.

The pictures are 9x12 in full colors and mounted on a heavy, double mat, and they sell for twenty-five cents apiece.

One dollar brings all four, along with Judge's Art Print catalog.

Pin a bill to this advertisement and send it in.

Leslie-Judge Co. :: 225 Fifth Avenue, New York



## Own Your Business—Make Two Profits

Be proprietor of big-paying Amusement Business, operating Ten-Pinnet, "world's greatest bowling game." Also enjoy local salesman's commission. New, fascinating! Entirely automatic—no upkeep expense or pin-boys—just someone to take in money. Everybody plays—men, women, children. Valuable premiums—we furnish coupons. Alleys 38 to 50 feet long. Installed in any room in half-day. Write today for catalog and agent's prices. See what you can make on small investment.

THE TEN-PINET COMPANY, 36 Van Buren St., INDIANAPOLIS, IND.

# LESLIE'S TRAVEL BUREAU

EDITOR'S NOTE—This department will give specific information to LESLIE'S readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.



About this time look out for an impulse to join the birds on the

## East Coast of Florida

It's Nature calling. Sleet, snow and icy winds, or the Fountain of Youth on the East Coast of Florida. It's the only place to spend this winter.

Ask your ticket agent for particulars or write for the beautiful Blue Book—let—free. Full information of the wonderful East Coast hotels and country

**FLORIDA EAST COAST CO.**  
Flagler System  
243 Fifth Avenue, New York  
155 West Madison Street, Chicago

### Hotels, Indian River and Rockledge, Rockledge, Florida

located 150 miles below Jacksonville on the Indian River in the midst of the famous Indian River orange groves. A great deal of money has been spent on the property, making the hotels equal to the best hotels in the State. Fine hunting, wild turkey, duck, quail, jack-snipe and deer; also as good fishing as there is to be had in Florida. One of our great attractions is the Golf Course, one of the best in the South. Boating, motor boating, clock golf, tennis, billiards, pool and dancing. Opens January 5th. Accommodates 400. Write for circular. Address W. W. Brown, Manager, Chestertown, N. Y., to December 15th, then Hotel Manhattan, 42nd St., New York City, until December 25th, then Rockledge, Florida. Also Manager Granville Hotel, Lake Sunapee, N. H., and Hotel Aspinwall, Lenox, Mass., seasons 1914 and 1915.

The best place for rest or recreation, or recuperation, is

## Atlantic City and CHALFONTE

is especially well adapted to accommodate those who come to secure them

Write for Illustrated Folder and Rates to  
**THE LEEDS COMPANY**  
On the Beach Always Open

## Go To BERMUDA

Golf, Tennis, Boating, Bathing, Cycling

**Twin Screw S. S. "BERMUDIAN"**

Sails every Wednesday

**Twin Screw S. S. "EVANGELINE"**

Under the American Flag

Sails alternate Tuesdays, Thursdays and Saturdays

**QUEBEC S. S. CO., 32 BROADWAY, N. Y.**  
Or Any Ticket Agent

earn \$18.00 to \$45.00 A WEEK

**PAINT SIGNS and SHOW CARDS**

I'll teach you personally by mail 16 years' successful teaching. You can constantly writing us for patents we have obtained. Patents advertised for sale at our expense.

**CHANDLER & CHANDLER, Patent Att'ys**  
Est. 20 Years, 1010 F. St., Washington, D. C.

## PATENT YOUR IDEAS

\$9,000 offered for certain inventions. Book "How to Obtain a Patent" and "What to Invent" sent free. Send rough sketch for free report as to patentability. Manufacturers constantly writing us for patents we have obtained. Patents advertised for sale at our expense.

**CHANDLER & CHANDLER, Patent Att'ys**  
Est. 20 Years, 1010 F. St., Washington, D. C.

## Sales Agent \$1200 a Year Sure

We want one exclusive representative in every county. The position is worth \$100 a month to one selected. If experienced we train you. Write us, the largest mfr's of transparent handled knives and razors, for proposal.

**Novelty Cutlery Co., 28 Bar St., Canton, O.**

## Print Your Own

Cards, circulars, book, paper, Presses, Large & Small, Rotary & Flatbed. Save money. Print for others, big profit. Address, rules sent. Write factory for catalog of presses, TYPE, cards, samples

**The Press Co., Meriden, Conn.**



DELIGHTS OF A NORTHERN WINTER

Two enthusiastic winter sportsmen enjoying a campfire repast after a long snow-shoe hike in the Adirondacks. Switzerland no longer holds supremacy as the land of winter sports. Now that it is inaccessible to the traveler, Americans have turned their attention to winter pleasures at home. Saranac, Lake George, Tuxedo, N. Y., Lenox, Mass., Ottawa, Montreal, the White Mountains, the Adirondacks, the Canadian Rockies, Mount Ranier National Park, Duluth, Minneapolis, and many other places offer to the sportsman wonderful opportunities for the full enjoyment of sleighing, skating, bob-sledding, snow-shoeing, skiing, curling and ice-boating.

## PERILS OF RAILROAD TRESPASSING

THE remarkable progress made by the "Safety First" movement throughout the country in all lines of commercial endeavor, has elicited commendation from every source. No class of industrials, however, has made better records in the conservation of life than the railroads. A few years ago railroad accidents with serious fatalities were frequent; to-day they are exceptional. Last year many large systems reported not a single life lost among the passengers on their lines, but despite the earnest efforts of railroad managers to lessen the too popular habit of reckless venturing on railroad tracks, many trespassers yearly suffer from loss of life or limb.

In 1913 in this country, more than 5,500 railroad trespassers were killed, or about fourteen times as many as the passengers killed during that period. The United States stands at the head in the number of deaths and injuries due to getting in the way of moving engines and cars. In the ten years from 1901 to 1910 the roll of railroad trespassing accidents was: killed, 80,025; injured, 53,427, while only 4,434 were killed and 1,315 injured in England, Scotland and Ireland. The

comparatively few casualties of this kind in foreign lands is due to the stricter enforcement of the laws forbidding unauthorized persons to be upon railroad property, and also to the general abolition of grade crossings. In England trespassers are fined \$10; in France they are fined up to \$79 and jailed up to a month; in Germany the penalties range up to \$25 fine; in Canada the fines run as high as \$50, with the possible addition of two months in prison.

The unfortunate results of trespassing are not the fault of the railroads, but are due to the carelessness of those who cross or walk along the tracks. Leading roads are distributing literature in industrial plants and sending lecturers into public schools to warn the people against the dangers of trespassing. The suggestion is made that signs clearly informing the public why it should not trespass on the tracks should be erected instead of the mere anti-trespass regulations now in vogue. It is amazing that so much trouble has to be taken to prevent men, women and children from running into danger. It is to be hoped that in course of time people can be educated to look out for themselves.

L. M. H., St. Johnsbury, Vt.: Sending you under separate cover list of Florida resorts, hotels and boarding houses. Through trains between New York and Jacksonville are run daily via Pennsylvania R. R. and connections, arriving at destination in 28 hours.

J. B. W., Fort Bayard, N. M.: The Santa Fe to Chicago and Grand Trunk to destination is the most direct route between Fort Bayard and Montreal. At Albuquerque you can connect with the through transcontinental trains to Chicago and at that point with through trains to Montreal. From Deming, a few miles from Fort Bayard, first-class rate is \$57.95, second-class \$2 less.

H. S. J., Belle, Mo.: You can reach Austin, Texas, from St. Louis in about twenty hours by either of the new special trains between St. Louis and Texas points, "The Texas Special" of the Missouri, Kansas and Texas and the "Sunshine Special" of the Iron Mountain Route. There are numerous other fast trains between the points you mention. Fare St. Louis to Austin, \$24.40. Your local agent will advise you fare from Belle to St. Louis.

K. S. B., Harrison, Idaho: Guayaquil, the chief port of the Republic of Ecuador, is situated about thirty miles from the mouth of the river Guayas. It is a prosperous and hustling industrial and importing town. Guayaquil can be reached by rail to New Orleans, United Fruit steamers to Colon, hence by rail across the Isthmus, thence via Pacific Steam Navigation to destination. Your local railroad agent will give you the fare Harrison to San Francisco.

W. P. M., Chicago, Ill.: Virginia Hot Springs, Old Point Comfort and The Land of the Sky, Asheville and Lake Toxaway, North Carolina, are all delightful spots in which to spend a winter honeymoon. All are within twenty-four hours by rail from Indianapolis. The hotels are among the best, rates from \$3 a day up. The one-way rate Indianapolis to Asheville is \$12.90; round trip rate Indianapolis to Virginia Hot Springs, \$19.50; to Old Point Comfort, \$26.50. Booklets mailed.

J. L. S., Ashtabula, Ohio: To go to Florida via New Orleans from Ashtabula would be out of your way and would cost considerably more than to go direct via Cincinnati, Chattanooga and Atlanta, via Cincinnati, Nashville and Macon, via Chicago, St. Louis and Birmingham or via Washington, Richmond and Savannah. To return by water, the following routes are available: Clyde Line, Jacksonville to New York; Merchants & Miners, Jacksonville to Savannah and Baltimore; Mallory Line, Tampa and Key West to New York. Cuba can be reached in about eight hours from Key West via P. & O. steamers to Havana. Booklets mailed.

A. H., Louisville, Ky.: Among the delightful short winter vacations are the rail-water circle tours of the United Fruit Company, from any point within a circle drawn through and including New York, Niagara Falls, Chicago, New Orleans and Havana, in either direction for \$87.15 or \$85.15, according to route. These tours give one almost a week at sea and most of a day in Havana, and the rail journey from either New York or New Orleans to starting point, also berth on steamer and meals

between New Orleans and Havana. Between Havana and New York meals are extra—a la carte service. Comprehensive leaflets are available, showing series of southern tours to Havana, West Indies and Panama from \$85.15 up to \$150.

A. M. W., Bay City, Mich.: Since the slides in the Panama Canal, no steamers have been running from New York to San Francisco; the lines that operate between these Atlantic and Pacific ports do not call at Norfolk, Jacksonville, Key West, Colon or San Diego. You could make the trip you outline, by rail and water, stopping at points mentioned, by the following route: New York to Norfolk via Old Dominion Line, rail to Savannah, Merchants and Miners Line to Jacksonville, rail to New Orleans, Los Angeles and San Francisco. If you care to omit stop-overs at cities mentioned you could travel via Southern Pacific steamer to New Orleans, thence rail to San Francisco, or via United Fruit steamers from New York to New Orleans via the West Indies and Panama.

P. de V. C., Chicago: Wallaroo, South Australia, has between two and three thousand population. It is a maritime town about 85 miles northwest of Adelaide and a distributing center for the nearby copper mines and wheat growing district. It is a town of homes, has good school facilities, and there are several fairly good hotels. Train and steamship connections with Adelaide are excellent. The climate is hot and dry most of the year, but after the rainy season it is delightful. Seasons are the reverse of those here, the winter months being June, July and August. The shops at Wallaroo are poor, and most people make periodical trips to Adelaide to do their buying, except immediate household necessities. You need have no fear of taking your wife and family to Wallaroo. You can get helpful information regarding Australia from the Immigrant & Tourist Bureau, Chalfis House, Sydney. There is no danger of attack by German warships in the Pacific Ocean.

O. T. C., Miami, Fla.: Traveling via the Lamport & Holt Line, which is the best passenger service to the southern continent, from New York to Bahia, Rio, Santos, Montevideo and Buenos Aires, thence Transandinian Railroad to Valparaiso, Pacific Steam Navigation or Cia Sud Americana de Vapores, north along the west coast of South America to Panama, will give one a fairly good idea of South American seaport towns. From Panama you could return via rail to Colon, thence United Fruit steamer to Havana, P. & O. steamer to Key West and by Florida East Coast railway to Miami. This trip will cost about \$500 not including shore expenses. Hotel rates in South America are high, ranging from \$5 to \$7 a day. Dr. W. E. Aughinbaugh's book, "Selling Latin-America," is one of the best and most reliable descriptions of South America, its people, their customs, commercial, national and social life, transportation and trade facilities. Dr. Aughinbaugh spent almost 20 years in Latin-American countries and knows whereof he speaks.

## NEW YORK'S GOOD SHOWS

ATTRACTIONS TO WHICH YOU MAY SAFELY TAKE YOUR WIFE OR SISTER

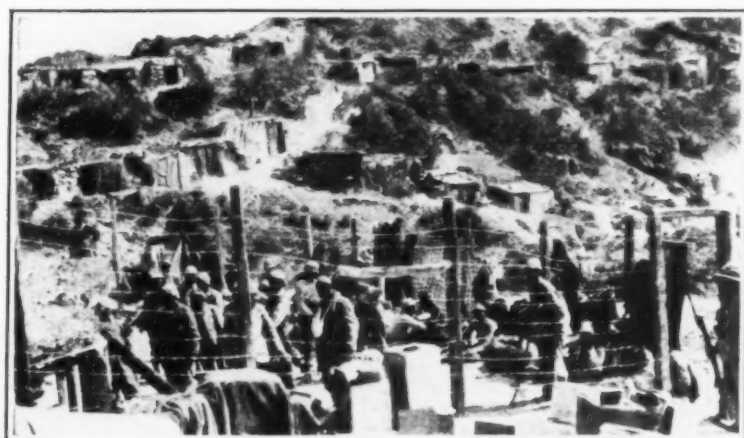
Astor	Hit-the-Trail Holiday	Another Success
Belasco	The Boomerang	Comedy. Notable good company
Booth	Lord Dunderbary	E. H. Southern in excellent revival
Candler	The House of Glass	Forceful, melodramatic crook play
Casino	The Blue Paradise	Tuneful Viennese operetta
Cohan's Comedy	Fighting for France	Stupendous war film
Cort	Holmes's Choice	Irresistible comedy of English life
Eldridge	Princess Pat	Comic opera hit
Empire	Fair and Warmer	A laugh from beginning to end
Fulton	Peter Pan	Maud Adams in her greatest hit
44th Street	Fighting in France	Thrilling War Movies
Gaiety	Sadie Love	Unique Farce. Fun aplenty
Harris	Rolling Stones	A laugh builder
Hippodrome	Hip-Hip Hooray	Biggest variety show in the world
Hudson	Under Fire	Stirring war drama
Irving Place	German stock company	Deutches Theater
Knickerbocker	Triangle Plays	High class Motion Pictures
Liberty	The Birth of a Nation	Stupendous Movie of the American reconstruction period
Longacre	The Great Lover	Leo Durtchein in romantic comedy
Lyceum	Our Mrs. McChesney	Ethel Barrymore in breezy comedy
Lyric	Abe and Mawruss	Laughable sequel to Potash and Perlmutter
Maxine	The Ware Case	Lou Tellegen in an intense murder mystery
Elliot's	Around the Map	Musical comedy hit
New Amsterdam	First-class Variety	War Movie
Palace	Germany on the Firing Line	Grace George in Bernard Shaw comedy
Playhouse	Major Barbara	Splendid production capably acted
Punch & Judy	Treasure Island	Harvard prize drama
Republic	Common Clay	Viennese operetta
Shubert	Alone at Last	
Vitagraph	First class	
39th Street	The Unchastened Woman	Comedy of modern domestic scandals
48th Street	The Eternal Magdalene	Julia Arthur in a strong melody play, splendidly acted

In answering advertisements please mention "Leslie's Weekly"



# FIGHTING IN SNOW

BY MARTIN MARSHALL



**TURKISH PRISONERS AT GALLIPOLI**

They are held behind barbed wire entanglements until they can be transported to a distant camp, possibly in Egypt or Malta. Note the dugouts in the background, in which the British soldiers live.

THE early winter in Southeastern Europe has, we are told in the press dispatches, caught the various armies unawares, causing great suffering among the soldiers and hampering military activities. Even on Gallipoli peninsula, that erstwhile earthly gehenna, snow has fallen, and if we may believe what we read, Turk and Australian alike are shivering in the wintry blasts.

Just a little while ago we were told how glad the men were who were fortunate enough to be transferred from Gallipoli to Saloniki. The latter is a fairly agreeable place—dirty, rainy, muddy, overcrowded, poorly supplied with food and without housing facilities for the thousands of soldiers who throng its streets and environs; but it is—or was—a paradise as compared with Gallipoli, where dust and heat and flies made life unbearable for the invading army. Now all is changed and Gallipoli, where the Australian Colonials fought last summer stripped to the waist and nearly perishing from the heat, is too cold for endurance, and many of the Colonials who never saw snow before are shivering miserably on its rocky, windswept hills. Even the Turks, who are at home, have been surprised by winter before they were equipped for it and are suffering accordingly. Perhaps, however, the unpreparedness of the Turks is due more to a want of funds than to lack of foresight. The Turkish government must be pretty hard up, for it was bankrupt before it entered the war, and it has carried on some expensive campaigns lately.

## THE ALLIES' FAILURE

The Allied expedition against the Gallipoli fortifications has been what the theatrical folk would call a "flivver" of the first magnitude, but it has cost the Turks a lot of men and money. Just now it seems to be a stalemate of the most pronounced type. The Allies cannot advance, and the Turks content themselves with merely threatening to throw them into the sea, without attempting anything more decisive than the capture of a few hundreds of yards of trench. Sometimes they get the trench and sometimes they do not. When they do the enemy comes back and takes it away from them and then the whole thing has to be done over again.

Just why the Allies ever chose to try conclusions with the Turk at Gallipoli is one of the many things that will not be cleared up until the war is over. One British officer told me that it was because Winston Churchill, then First Lord of the British Admiralty, wanted the navy to have a share in the campaign, and insisted that the attempt to reach Constantinople be made via the Dardanelles for that reason. A much more feasible plan would

have been to send a force to the Gulf of Enos and land it at, say Enos. A comparatively open country lies behind Enos and armies could have been maneuvered with some facility. The Turks, too, would have lacked the advantage of strong defensive positions such as they have on Gallipoli, and the expedition would have had some chance of an early success.

## THOUSANDS THROWN AWAY

As things have been handled, the Allies have wasted 50,000 lives at Gallipoli—including the finest young manhood of Australia and New Zealand—and so far as we can see they are not a day nearer Constantinople than they were when they landed. Still they hang on doggedly. What the plans for the future may be no one outside the war councils of the Allies can guess. But there must be some, or the expedition would have been withdrawn when men were so desperately needed in the Balkans. As to the Balkan expedition, it looks to-day like a bigger failure than the Gallipoli affair. We shall know more about that in a few weeks.

What we know now is that the French and British army has been forced off Serbian soil, and is within the bounds of Greece, and in a most precarious position, both in a military and political way. Greece is at best an unwilling host and one that may at any time turn hostile. What the number of the Allies may be we are not told, but it is doubtful if on December 15th they numbered more than 150,000. Even under the guns of a powerful fleet in the harbor of Saloniki this is not an excessive force to hold a base against the victorious German, Austrian and Bulgarian armies that shoved the veteran Serbian armies off the map on the run. The possibilities are, too, that the Turks will take a hand in the Saloniki affair. The Greeks are said to resent the idea of their recent enemies, the Turks and the Bulgars, operating on Greek soil, and the dispatches at the time this is written say that the Bulgarian troops halted in their pursuit of the Allies at the boundary and that a neutral zone has been established there to prevent the Greeks and Bulgars from coming into conflict. What the Germans intend to do is as yet undisclosed, but the indications point to an attempt to reach the Suez canal from Constantinople. The presence of a strong Allied force at Saloniki would be a constant menace to the German communications between the Central empires and Constantinople, and the Suez venture may be delayed until the two forces have fought it out at Saloniki. It is possible, of course, to pen the army of General Sarraill in Saloniki if the Germans can spare enough troops to institute a siege, and so remove the threat from that source.

Stay right at home and attend "the National Automobile Show on paper." That is what Collier's Automobile Number has been called. This year it is the 14th Annual—there are 16 important stories and articles by such writers as A. Conan Doyle, Meredith Nicholson, Wilbur Hall, Dana Gatlin, and Walter Hale. All you want to know about 1916 cars and motoring you will find in the January 8th issue of

**Collier's** <sup>5¢ a copy</sup>  
THE NATIONAL WEEKLY

416 West 13th Street, New York City

MAURICE SWITZER'S

## Letters of a Self-Made Failure

With 14 brilliant pen-drawings by Frank Godwin



The "LETTERS OF A SELF-MADE FAILURE" ran serially for ten weeks in Leslie's and were quoted by more than 200 publications. If you sit in "the driver's seat" or merely plod along beside the wagon, whether you are a success or think yourself a failure, you will find this book full of hope, help and the right kind of inspiration.

If you believe that it is more important to know why ten thousand fail rather than why one man succeeds, read this book. The LETTERS are written

in epigrammatic style with a touch of irresistible humor, and they impart a system of quaint philosophy that will appeal to everyone, regardless of age, sex or station.

Price \$1.00

Leslie-Judge Co. 225 Fifth Ave. New York City

Your dealer knows

Since 1881

**Faultless**  
Pajamas  Night Shirts

give maximum comfort and value

E. Rosenfeld, 600 B'way and New York

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**WANTED IDEAS—WRITE FOR LIST OF INVENTIONS** wanted by manufacturers and prizes offered for inventions and list of Patent Buyers. Our four books sent free upon request. Victor J. Evans & Co., Patent Attys., 813 Ninth, Washington, D.C.

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**WANTED AN IDEA! THINK OF SOME** simple thing to patent. Protect your ideas, they may bring you wealth. Write for "Needle Inventions," Randolph & Co., Dept. 789, Washington, D.C.

**PATENT WHAT YOU INVENT. IT MAY BE** valuable. Write me. No attorney's fee until patent is allowed. Etab. 1882. "Inventor's Guide" free. Franklin H. Hough, 534 Loan & Trust Bldg., Wash., D.C.

### HELP WANTED

**GET A SURE JOB WITH BIG PAY, STEADY** work, short hours, regular vacations, rapid advance. Thousands of positions open with Uncle Sam. I will prepare you in a few weeks at small cost. Write immediately for big FREE Book D.U.-811 with special offer.—Earl Hopkins, Washington, D.C.

**GOVERNMENT POSITIONS PAY BIG MONEY.** Get prepared for "exams" by former U. S. Civil Service Secretary-Examiner. Write today for free booklet 99. Arthur R. Patterson, Rochester, N.Y.

**THOUSANDS MEN AND WOMEN WANTED.** Get U. S. Government positions. \$75.00 Month. Steady work. Common education sufficient. Write immediately for free list of positions now obtainable. Franklin Institute, Dep't E 132, Rochester, N.Y.

### MOTION PICTURE PLAYS

**WRITE PHOTOPLAYS, SHORT STORIES.** Poems, \$100 each. No correspondence course. Start writing and selling at once. Details free. Atlas Pub. Co., 357 Atlas Bldg., Cincinnati.

**WRITE PHOTOPLAYS. MAKE A FORTUNE** in your spare time. Amazing prices paid for ordinary photoplays. Send for free booklet. How to Write Photoplays. Enterprise Co., LL-3348 Lowe Ave., Chicago.

**WANTED—NEW IDEAS FOR PHOTOPLAYS** at \$10 to \$100 each. Your "happy thoughts" worth cash. Get free book showing how. Elbert Moore, Box 772 Le-10, Chicago.

### AGENTS WANTED

**LIVE AGENTS WANTED FOR GUARANTEED** line, saves 80 per cent., big repeater; 150 per cent. profit; exclusive territory; permanent business. Stuart & Co., 30 Main, Newark, N.Y.

**AGENTS WANTED TO SELL THE METRO-**poliphone Talking Machines. Earn from \$50 to \$100 per week easily. Write quick for particulars and territory. Metropolitan Talking Machine Co., 111 Second Avenue, Dept. 39, New York.

**AGENTS—\$60.00 A WEEK. TRAVEL BY** automobile and introduce 300 candle power coal oil lantern. We furnish auto. Write for particulars. Thomas Co., 840 North St., Dayton, Ohio.

### COINS, BOOKS, STAMPS

**WE WILL PAY \$5.00 TO \$50.00 FOR LARGE** cent dated 1799. We pay premiums on all large cents, eagle cents, and all rare coins to 1912. Thousands of coins wanted. Send 4c for large coin circular. Numismatic Bank, Dept. 18, Fort Worth, Tex.

**\$2 TO \$600 PAID FOR HUNDREDS OF OLD** coins dated before 1895. Send 10c for new illustrated Coin Value Book size 4x7. It may mean your fortune. Clarke & Co., Coin Dealers, Box 86, Le Roy, N.Y.

### REAL ESTATE

**FERTILE VIRGINIA FARMS ALONG** Chesapeake & Ohio Rwy. at \$15 an acre and up on easy terms. Mild climate, rich soil, abundant rainfall, plentiful and cheap labor. Convenient to Eastern markets, also to good schools and churches. Write for free illustrated farm home booklet, "Country Life in Virginia," and low excursion rates. Address K. T. Crashev, Indus. Agt., C. & O. Rwy., Room 1029, Richmond, Va.

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Here is what one of our advertisers says of *Leslie's Weekly*. It may be one of your competitors:

"I consider *LESLIE'S* one of the best advertising mediums on my list. The fact that the majority of requests come from intelligent people proves that *LESLIE'S* has a high-class circulation."

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Edition order now running in excess of 450,000 copies an issue.

Rate \$2.00 a line—minimum four lines.

Forms close 21 days in advance of date of issue.

# THE SUICIDE CLUB

(Continued from page 716)

week as under-porter in a wholesale house in the city. Up to that time he had been content to let the war go along without him. The war didn't really get home to him and he had the feeling that his country would "muddle through somehow" without him. Even the *Lusitania* horror didn't affect him very much. But one night he heard the guns, which he had watched being erected on high buildings near his home, shooting in the air and then he heard the crashes of bombs dropping. When he got to the place where the bombs fell he saw what was left of the bodies of two little children blown out of their beds in a Zepelin raid, and in the roadway was a mass of twisted iron, shattered wood, scorched flesh and burning clothing which had a few minutes before been a bus-load of people.

Next morning the "Your King and Country Need You" posters held a new meaning for Tommy Smith and one of the first men to step on the broad ledge at the base of Nelson's column in Trafalgar Square in answer to the appeal of the recruiting sergeants was Thomas.

The medical test passed, Thomas was sent right away to the training camp of his regiment and there for three months he went through an experience especially designed to either make a soldier of him in that time or break him—physically. Seeing that in time of peace it is figured that it takes one year, two years and three years to give, respectively, an infantryman, cavalryman and artilleryman just the ground-work of their jobs, it can be appreciated that when a finished soldier has to be turned out in three months there can be very little time wasted. As one "Tommy" said to me: "Why, blimy, sir; I did more perishing' work in six weeks at camp than I'd 'oped to do in all me blighted life."

Thomas had confessed in camp that as a "nipper" he had been interested in explosives and he was given a chance to extend himself in that direction by showing the other 'cruties how to load and fire grenades. Promotion is quick nowadays to those worthy, and when the welcome news came that the Blankshires needed—and sorely needed—their new battalion, Thomas was proudly sporting corporal's stripes.

### GETTING NEAR TO ACTION

Another week and Thomas was "somewhere in Flanders," being properly snubbed and patronized by the veterans of his regiment who had already had three weeks in the trenches. He learned to say "Jenny comprong" when a Frenchman spoke to him, and he was made to realize that the greatest grievance of the war was that there was no strawberry jam now served with the rations and that plum jam was the best he could get with his tea.

But one morning the word filtered through the lines:

"We're goin' to relieve the 'Holy Joes'" (The latter regiment having received its name because the Colonel insisted on prayers before entering and after leaving the trenches.) From six miles away Thomas had seen the star shells by night and the shrapnel by day breaking against the skyline. He had passed through villages and towns with shattered houses, work of the long-range German guns. He had heard on a still night the distant rattle of constant rifle fire—but now he was about to be in it and it might be expected that his heart beat a little higher and his thoughts turned to the loved ones at home. But it's a safe bet they didn't. More than likely he thought of a girl in an *estaminet* (saloon) in the town he was leaving or that it wasn't fair to let the "Jocks" (Highlanders) go up on 'busses and make his regiment walk.

Thomas got into a mass of ruins with erratic streets weaving through it and one of the three-week veterans told him it was "Wipers." Then another mile of marching through dust, with a shell now and then breaking above and a sudden twist to the right—"Halt!"

Only the very faintest glimmer of a flashlight allowed; in the light of a star shell a moment's view of an anxious-faced colonel talking rapidly to his officers; a quick command—"Single file, by the right—march"—and Thomas found himself following the man in front of him along a narrow tunnel he was told was a communication trench.

### FACING FIRST CASUALTIES

The next two hours was a very much mixed-up dream to Thomas. He remembered being jammed and crowded by numbers of the "Holy Joes" as they passed him on the way out. He remembered being told to throw his rifle above his head and fire off a clip straight in front of him. And then—he got his first experience of war. There was a funny whizzing sound which reminded him of when he fired a poor cracker on Guy Fawkes Day—a flash before his eyes and a big "bang" with a lot of smoke. And as the smoke cleared away he saw before him, in the light of a star shell, a couple of heaps of rags and flesh which he knew were two of his chums with whom he had just been chaffing, while further along there was something which he recognized as "Nosey Jack"—a particularly disliked member of his company. "Nosey" was whimpering in a peculiarly animal-like way and trying to hold something at his waist-line which Thomas recognized as a part of the interior anatomy as depicted on the School Board charts. "Nosey" gave his final kick just as the nervous voice of the lieutenant behind Thomas yelled: "Get along, men, get along," and—very much against his inclinations—Thomas got along. It isn't very pleasant, the first time, to have to step over and on friends, but you get used to it after a while.

In the trench at last. Still the same crowding and pushing as the other regiment goes out. The old hands warn the newcomers not to stick their heads up—only their language is not so polite. It was not until about six of his company dropped to the floor of the trench with the same grunt a man gives when he is hit hard below the belt that Thomas recognized the value of the advice.

### NIGHT IN THE TRENCHES

The first night in the trenches! There is no pen or brush that can give a proper idea of the constant high "Whee-ee-ee!" of the high-bursting shrapnel, the low "Hurr-r-r-r!" of the trench bomb, and the continuous "Phit-phit-phit!" of the machine gun and rifle fire. And above all, at half-minute intervals, the glorious star shells breaking and flooding the country for half a mile around with such a light that when it dies away the eyeballs ache as the darkness smashes against them with a hammer force.

A whisper runs down the line that there is to be an attack from the British side at 4:30 o'clock. Sentinels are detailed to watch for a possible attack from the other side or for snipers trying to get into shell craters and the balance of the company is told to "rest easy." "Funk-holes," dug into the side of the trench, are located and into them crawl the now wearied men. But there is little or no sleep. A sentinel fires away a clip at what he thinks is a creeping enemy. Then for an hour the men stand with their rifles held above their heads and fire over the trench front at a possible enemy. The machine guns—planted so as to sweep certain portions of the front—keep up their chatter and the men of the trench mortars start their toy-looking cannons going.

At last the dawn. The subalterns compare watches for the thousandth time and promptly on the stroke of 4:30 a shell from our side comes over—fired from a gun three miles away. In one corner of the trench there has been a very placid and apparently somewhat bored officer; his rank distinguished only by a piece of cloth sewn on the

back of his collar. Through a periscope he watches where the shell lands, consults a map he holds on his lap, and then through a telephone strapped to his head murmurs: "Depress five—four right." Another shell about 10 yards from the last and again the officer sends over the wire more cryptic words. And then the ball opens!

### READY FOR ATTACK

"Crash! Crash!! Crash!!!" Now the guns have the range and are sending shell after shell of high explosive over to destroy the barbed-wire entanglements of the enemy. For 30 minutes this keeps up and then the observing officer—possibly not the same one as before, for meantime the enemy has been sending over grenades and shells—phones the cease-fire. And now it's the turn of the "Suicide Club," volunteers, all.

With a dozen hand grenades hanging from his belt and one in each hand, without rifle or revolver, Corporal Thomas Smith is ready to do his duty—which is to lead 20 of his comrades into the enemy's trench and clear the way for his company. One sharp whistle—two more in quick succession—and Corporal Smith, at the heels of a subaltern and with 20 other reckless dare-devils following, is charging across 40 yards of ground; ground pitted and furrowed by shell-holes, with barbed-wire catching and tripping them at every step and in the face of a perfect curtain of machine and rifle fire.

The subaltern is the first to go—cut almost in two as he meets the stream from the nozzle of a machine gun. On Corporal Smith's right—luckily for him a few yards away—a bullet hits one of the grenades on a man's belt and the soldier forthwith loses all semblance to a man. Men are dropping right and left, but Corporal Smith and a dozen men get within 10 yards of the enemy's trench and start throwing. Behind them is the company and they must clear the way.

Right on top of the German trench Corporal Smith stands for a moment. On each side of him the men of his company are rushing, tumbling, falling, leaping into the captured trench. His belt is empty and he feels strangely weak and queer. His tunic is ripped and torn by scores of bullets, none of which have reached a vital spot. Of the score who started with him but one remains—and he is threshing around on the ground like a shot rabbit. For another moment Corporal Smith stands there and as he prepares to jump after his company a chance shot flicks across and—There's another vacancy on the membership roll of the "Suicide Club."

## THE RIGHTS OF NEUTRALS

**EDWIN J. CLAPP**, Professor of Economics in New York University, has written an illuminating work showing the effect on the United States of the European struggle. It is entitled "Economic Aspects of the War," and it gives a clear and interesting exposition of the subject. Professor Clapp discusses the British orders in Council which prevented exports from this country to neutral lands near to Germany; considers the case of the steamship *Wilhelmina*, provision laden, seized by Britain on her voyage from New York to Hamburg; dwells on the stoppage of the cotton movement across seas and the making of copper contraband of war; and treats of the import and export situations; the practicability of starving Germany, war orders and the power they place in our hands, etc. The professor condemns alike the British so-called blockade and the former methods of German submarine warfare as being exhibitions of international lawlessness. He holds that it is America's duty to restore international law on behalf of the neutral world. New Haven: Yale University Press. Price \$1.50 net, postpaid.



# JASPER'S HINTS TO MONEY-MAKERS



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A prominent furniture manufacturer of Grand Rapids, Mich., who was lately elected president of the National Furniture Manufacturers' Association. His son (J. Arthur) is president of the National Association of Desk Manufacturers.



**FREDERIC W. KEOUGH**

Of New York, editor of the magazine *American Industries*, which champions the manufacturing interests. Mr. Keough is a frequent contributor on economic subjects to various newspapers and magazines.

**NOTICE.**—Subscribers to *LESLIE'S WEEKLY* at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of *LESLIE-JUDGE COMPANY*, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, *LESLIE'S WEEKLY*, 225 Fifth Ave., New York. Anonymous communications will not be answered.

**A**N extraordinary situation confronts Wall Street on the opening of 1916. The future depends as much on the situation abroad as on that at home. Heretofore the foreign situation has been a negligible factor.

The great war which threatened to smash Wall Street has proved to be our life saver. It has created the greatest protective tariff wall that our industries have had. But for the embargo on the importation of foreign goods we should now be feeling the worst effects of the free trade tariff bill. The steel business of the United States, was so demoralized that the Steel Corporation was running only about a third of its capacity. Now every steel and iron concern is rushed to its utmost limit. Our export trade, rising to unparalleled dimensions because of the war, is saving us from the blunders committed in Washington.

The two great factors affecting the future are the outcome of the war abroad and the outcome of the Presidential election at home. In a little more than five months, the National Conventions will have been held, and the platforms adopted. It is not rash to predict that the people will favor the candidate who stands on an unequivocal declaration against destructive and in favor of constructive policies. The mass of voters are doing a lot more thinking for themselves now than ever before.

The fact that one-sixth of our railroad mileage is in the hands of receivers discloses possibilities for those who know the opportunities that bankrupt sales always present for the purchase of bargains. After the fearful depression of 1883, of 1893 and the consequent slump in railroad shares, those who bought the securities of reorganized railroads turned a handsome profit. I cannot conceive how the old Rock Island Railway, with its wonderful earning power, which in the heyday of its prosperity put its shares up to 200, is not worth the low figure at which these shares have been selling since receivers took hold of the property.

It seems absurd, in view of the rapid growth of the country, that lines like the Rock Island and Wabash, the Frisco, and Missouri Pacific, should not, in due season,

reward the holders of their securities. But no one who is not fully prepared to pay the customary heavy assessments levied in the course of reorganizations should buy low-priced stocks, in the hands of receivers, simply because the figures seem low. It is safer to buy these stocks after the first assessment has been paid.

One of the wholesome signs is the more friendly attitude of President Wilson, the Interstate Commerce Commission and more particularly of the Federal Trade Commission toward the business interests of the country. Twenty-six years ago, when this department was started in *LESLIE'S WEEKLY*, attacks on our corporations were just beginning. At that time, according to the figures received from Secretary Ely, of the New York Stock Exchange, only 339 stocks were listed as against 542 in July, 1915, so that while the muckraking attacks continued the Stock Exchange list was constantly being extended. In one of the first articles I wrote for *LESLIE'S* I suggested a method by which the growing antagonism of the public could best be met. Had the great masters of industry realized the danger as they do now, and taken steps to avert it, conditions would have been very different. In my first financial article, I said:

There is no concealing the fact that the antagonism of the public mind, aroused by demagogic appeals and a thoughtless press—aroused too, in part, by the selfishness in the past of some of the trusts and some of the railroads—is being raised to such a pitch that it threatens the most summary action toward industrial combinations when the legislatures convene next winter. If, before that time arrives, the securities of the so-called trusts can be somewhat scattered, so as to give them friends in sections where they now have only enemies; and if, by judicious explanations, addressed to the public through the magazines and newspapers, it can be made clear that the purposes and the results of combinations are not destructive to private interests, but that they, on the whole, subserve the public good, the wave of anti-trust and anti-corporate feeling may pass over as did the anti-monopoly wave, after a brief but notable existence, a few years ago.

The year 1916 will open with conditions of a year ago reversed. The banking reform bill, with its crude and unworkable provisions, was finally remodeled by the help of the principal bankers, and the reform law is in effective operation. Business men now are welcome when they tender advice at the White House, railroads receive something more than scant courtesy when they appeal for fairer treatment to the Interstate Commerce Commission and even the much-reviled trusts are invoked to help the

(Continued on page 732)

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## JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 731)

government in its laudable effort to extend our trade relations with the South American and Central American republics. The year 1916 will see this trade wonderfully expanded.

In 1916 business will open with every prospect of prosperity in steel, copper, oil, sugar, textiles, automobiles and ships, and even in the terribly depressed lumber and ship-building industries. The most unexpected change of this year has been the vitalizing of the American dollar as the basis of exchange for all the world. We have become a creditor instead of a debtor nation.

In my forecast for 1915, a year ago, I predicted "an improved condition of business and higher prices for securities and for speculative commodities such as grain, wool and cotton, due to the extraordinary demand and to a better feeling among consumers at home." Those who were inspired by that prediction to enter the market rejoice in the handsomest profits made in many years. In that interval several low-priced industrials have doubled and some trebled in value and in a few instances are worth today ten times what they were selling for then.

The boom of 1915 has brought prices up to a new level and a halt has been called until it can be seen what 1916—the Presidential year—will produce. The action of Congress, the new forms of taxation that may be destructive to property rights, poor crops, the cessation of war orders, a reaction in the steel and copper markets, all may be utilized to bring prices down to a lower level until the outcome of the presidential election can be safely forecast.

And now as to the predictions for 1916: The war in Europe can hardly outlast the year because of the terrific pace at which it is exhausting the resources of all the contestants. The close of the war will give a temporary impetus to American trade. It will create an enormous demand for our raw products, including cotton, copper, lumber, steel, grain and wheat.

The session of Congress will probably be prolonged to the detriment of business. The party in power has not thus far shown a disposition to cope effectively with the great problem of meeting a serious deficit by creating new forms of taxation.

The proposition to tax the steel, automobile and other successful industries and to heavily assess the trade in munitions is all in the line of a handicap on business, especially out of place at a time when prosperity shows such signs of revival.

The unloading of foreign holdings of our securities which has gone on during the past year continuously will be accelerated by the exigencies of war and the absolute need, especially on the part of Great Britain, of maintaining the rate of exchange at a normal level. This liquidation under certain conditions might come in such volume as to give the market a severe setback.

Prolongation of the war beyond the year 1916 would compel a still more general liquidation of American securities, and this might come with such force and so unexpectedly as to demoralize the home market. As partial recompense, foreign corporations, industrial as well as financial, are finding it desirable to shift their base of operations to this country.

Under existing conditions, railroad and express shares, reflecting the more favorable temper of the public, will, because of increased earnings, receive greater consideration. Railroad bonds of the first-class, yielding only about 4 per cent., cannot command a higher price because of the disposition of the public to discern the merits of high-class industrial, real estate and farm mortgages, yielding a much higher income. Foreign bonds are finding a new and expanding market in this country. Speculation in these will find wider scope because the varying chances of war will give them a speculative interest in 1916.

The year 1916 bids fair to be disturbed as other presidential years have been by notable strikes. If these should lead to disorder, as they have done heretofore, even the power of the government to maintain peace might be involved. The effect of such a situation on Wall Street would be extremely depressing. Strikes in the anthracite coal fields and among railroad employees are both among the probabilities.

The stock market under such conditions will naturally be halting and uncertain at the opening of the new year with an upward tendency in the early Spring. If the situation is not disturbed by strikes the market should maintain its strength until the approach of the National Conventions in June. The outcome of these conventions and crop probabilities will both be prime factors.

Crop experts fear that one or more of our principal crops this year may prove to be unsatisfactory. They base this on the doctrine of averages and the natural expectation that good crop seasons cannot last without interruption. With assurances of good crops and with indications that constructive policies are to have their day, the stock market will reflect the widening prosperity of the whole country. If the differences between the two great political parties in their platform expressions are serious and disturbing, there must be a lull in the stock market until the decision of the electoral contest is clearly foreshadowed. If that should be favorable to business, a rising market will be inevitable as election approaches and after election a still further rise with sweeping prosperity. Such a boom will make the prices of today—excepting of war order stocks—fade into insignificance.

C., Richmond, Va.: Any well-established broker will buy curb stocks at regular rates of commission. K., Cincinnati: When I speak of "low priced stocks," I refer to those that have not yet been advanced to figures which seem to discount their immediate prospects.

A., Newark: Kathodion Bronze has \$250,000 Common, \$250,000 Pfd. and a par of \$5, and on recent reports of increased business had a boom on the curb and then a bad break. Too much manipulation.

N., Carnegie, Pa.: 1. Pittsburgh Coal has fair prospects if the general prosperity of the country continues. 2. Chicago & Great Western Pfd. with fairer play for the railroads ought to continue to be a dividend-payer.

W., New York: International Petroleum is controlled by the Imperial Oil Company of Canada and has large oil properties in Peru. While par is only \$5, it has been selling as high as 13. It is in very competent hands.

L., Brooklyn: Int. Mer. Mar. Com., Car Light & Power, Triangle Film and New Utah Bingham have apparently discounted the market's rising tendency. Safety now lies in dividend-paying stocks of a stable character.

M., East Liverpool, O.: T. The moving picture business is decidedly competitive. Some companies that formerly paid big dividends are now struggling to hold their own. 2. Steel Common at 85 has largely discounted its prospects.

T., Albany, and N., Schenectady, N. Y.: I never recommended the purchase of the stock of the American Voting Machine Co. because I think dividend-paying stocks of companies well established on a commercial basis are preferable.

S., Frederick, Md.: The Anglo-French bonds have recently been selling at a little less than the figures of the underwriting syndicate. Their price will depend on the disposition of the syndicate to unload or to maintain the market. As an investment, they are secure.

W., Columbus, O.: New ventures in a line of business in which others are prosperous are constantly seeking outside capital. If the venture succeeds, it is all right, but if it fails, investors suffer the losses. Why not buy stocks that have established an earning power? There are plenty of them.

B., Red Bluff, Cal.: Greene-Canaan Copper sold in 1912 as low as \$7 and recently has been quoted around 45. It has paid no dividends since June 1914. The valuable Greene Con. Copper Co. in Mexico is its principal asset. The operation of the latter has been interfered with by the revolution.

Subscriber: Atlantic Gulf & W. I. Steamship Co., like all the steamship lines, is enjoying a remarkable increase in earnings, but it has not yet paid dividends. Earnings could more profitably be employed for working capital. If the war continues, the stock will go higher, but it is speculative.

J., Covington, Ky.: You have an excellent profit in your Standard Oil stocks. A profit is a good thing to take, especially if you invest the proceeds in first-class bonds. Diversify the latter instead of

(Continued on page 733)

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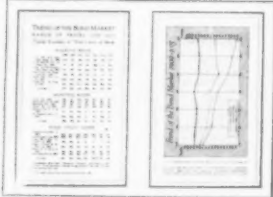
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Partial Payment Plan and Investor's Guide (270 pages), revised to date, also Market Letter mailed free on request.

## JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 732)

putting your money all in one class. Insiders do not appear to be liquidating Standard Oil securities.

T., Patterson, La.: American Cities is a holding company. It controls the railway system of New Orleans and companies owning valuable franchises in the South. Earnings have been increasing, but also expenses. With widening prosperity, if it is not checked by local handicaps, it should show steady improvement.

D., New Britain, Conn.: Atchison, Con. Gas, Penn. R. R., U. P. Pfd., Int. Nickel Pfd., Steel Pfd., Swift & Co., and Torrington Pfd., all look reasonably safe. Lorillard Com. is showing excellent earnings and has a vigorous management. Among the best on your list, from the investment standpoint, are the preferred issues.

A., Mercesburg, Pa.: Erie Common is a long pull. The First Preferred is much more attractive. Tonopah Belmont pays generous dividends on its par of \$1 but is selling at nearly four and a half times par and like all such mining propositions is very speculative. The same might be said of Tonopah, Kerr Lake, Nipissing and Jim Butler. Insiders alone know the earnings and conditions of mining propositions.

G., Clifton Springs, N. Y.: U. S. Steel is showing such large earnings that many anticipate a resumption of common dividends. The prudent course would be the accumulation of a sufficient surplus to justify the continuance of dividends during lean as well as rich years. But for the war, earnings would not justify dividends and the war must end sometime. Unless proper protection is given to the industry meanwhile, all steel shares will suffer.

Portsmouth, Va.: 1. The vigorous competition in the tobacco business accounts for the slump in American Tobacco. Better buy the Pfd. The 20 per cent. dividends on the Common are just about being earned. 2. Standard Oil of New Jersey is the parent company with a large undistributed surplus, and is, therefore, highly regarded. I called attention to this fact when the stock was much lower. All the dividend-paying railroads of the best class, like Atchison, Reading, U. P., North-west and Pennsylvania are more than earning their dividends. U. P. may have the best speculative chances at present. On any slump the shares of railroads that have been re-organized with assessments paid will look attractive provided the railroads are given fairer play by legislators.

New York, December 23, 1915. JASPER.

### SPECIAL CIRCULARS OF INFORMATION

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of LESLIE'S, follows:

A list of 7 per cent. first mortgage loans from \$300 and upward can be had by writing to the Aurelius-Swanson Co., 28 State National Bank Building, Oklahoma City, Okla.

The old-established bond house of Perkins & Co., Lawrence, Kansas, invites depositors with \$25 and upward seeking 6 per cent. interest, to write for its "Loan List No. 716."

It is easy to buy one or more shares of several of the best securities by a small payment down, the purchaser receiving the dividend and the profit on the transaction if the shares advance. Write to John Muir & Co., specialists in odd lots, 61 Broadway, New York, for their free "Booklet 4," on the Partial Payment Plan.

Limitations are placed on the amount of deposits by some savings banks, but it is easy to make deposits by mail on a plan successfully carried on for years by the Citizens Savings & Trust Co., Cleveland, Ohio, one of the largest savings institutions in that great State. It pays 4 per cent. Write to the above trust company for its free "Booklet L."

War-proof bonds in denominations of \$100 and

upward, representing first mortgages drawing 6 per cent. and purchasable on small first payments, are very attractive at this time and are particularly recommended to their customers by Beyer & Co., 55 Wall Street, New York. A description of these bonds will be found in "Descriptive Circular L 5." Write for a copy to Beyer & Co.

To provide for a rainy day is the ambition of every thoughtful person. Concrete examples showing how this can best be done by conservative investments will be found in an instructive circular entitled "Accumulating Your Competency," just published for their clients by Spencer Trask & Co., 25 Broad Street, New York. Write to Spencer Trask & Co. for a copy. It is instructive.

The 6 per cent. bonds in denominations of \$100 of a prominent bank are offered at 92 and accrued interest and are particularly attractive because free from normal income tax. These bonds have been especially recommended to their customers by the New York Stock Exchange firm of Keane, Zayas & Potts, 15 Broad Street, New York. Write to the above firm for its "Circular L 10."

It is the boast of S. W. Straus & Co., mortgage and bond bankers, Straus Building, Chicago, and 1 Wall Street, New York, that no investor ever lost a dollar of principal or interest on any security ever purchased from that house since it was founded thirty-three years ago. It deals in first mortgage real estate 6 per cent. bonds from \$100 upward. Write for its descriptive "Booklet A 602."

The New First National Bank, Dept. 5, Columbus, O., has for years recommended to conservative investors and depositors in Postal Savings Banks, the purchase of the same bonds that the Government accepts as security for such deposits. They can be had to yield from 4 to 6 per cent. Write to the above bank for its free "Booklet E," entitled "Bonds of Our Country."

Those who desire to avail themselves of the present strength of the stock market to buy one or more shares of dividend-paying stocks such as Standard Oil and others, that are advancing, should write to Sheldon, Morgan & Co., members of New York Stock Exchange, 42 Broadway, New York, for a copy of their free "Booklet A 1," entitled "Odd Lot." It gives full particulars of the plan of buying on partial payments.

The recent rise in the bond market, especially in bonds free from Income Tax, is attracting attention from conservative investors. These bonds and the best of the dividend-paying stocks can be bought in large or small amounts on an easy method of payment, which is described in free "Booklet B," written by Deane & Burke, members of New York Stock Exchange, 20 Broad Street, New York, for a copy.

The Anglo-French gold bonds in denominations of \$100 and upward can be bought on a basis to yield nearly 5 1/2 per cent. and now for the first time are offered on the installment plan, so that one can pay a few dollars down, with subsequent payments at convenient periods, the purchaser receiving the interest. Write to Tefft & Co., members of New York Stock Exchange, 5 Nassau Street, New York, for their free "Pamphlet L."

First lien farm mortgage loans paying from 5 to 6 per cent. and including many in desirable locations for national banks, have been sold for years by George M. Forman & Co., 11 So. La Salle Street, Chicago. This firm was established thirty years ago. It guarantees the valuation and title, attends to the collection of principal and interest without charge and has placed loans amounting to millions, especially among foreign investors. It invites inquiries from those who seek non-speculative, conservative investments combined with reasonable interest return. Write for the special circular of information.

There is no reason why the investor with a few hundred or a few thousand dollars should not exercise the same care in his investments as the investor with large banks and trust companies exercise. In these days when \$100 bonds have become so popular that national loans, farm mortgages, railroad, industrial and public utility securities can all be had in this denomination, safety lies in the purchase of one or more of each of these. The most conservative of all investors, the insurance companies, are purchasing large amounts of farm mortgages because of their safety during panicky periods and also their relatively high yield. A book of unusual interest entitled "Farm Mortgages," giving suggestions of value, should be in the hands of every investor. It can be had free by writing for "Booklet No. 101," to the American Trust Co., Investment Department, St. Louis, Mo.

The time to buy anything is when others are selling. Those who bought Wall Street securities when the market was in the dumps have doubled their money. The last thing to be affected by the wave of prosperity is real estate. The best bargains will now be found in well-selected lots in our larger cities. They will next feel the impulse of better times. No city in the United States is growing more rapidly or has greater promise than Seattle, Washington. The lots on Exposition Heights, in that city, ranging in price from \$75 and upward can be bought on a payment of \$25 down and \$10 a month thereafter. This property is handsomely located in one of the healthiest cities in the world, where the death rate of infants, especially, is very low. Write to Crawford & Conover, Crawford & Conover Building, Seattle, for map and description. This old and well-established firm now retiring from business gives as its reference every bank in Seattle.

## LIFE INSURANCE SUGGESTIONS

IT is stated that the assets of the insurance companies of this country have virtually doubled during the past 10 years, and now aggregate \$4,935,000,000. Of course this refers only to companies which are reliable and in good standing. There is a sufficient number of these already to meet the needs of this growing country. But unfortunately their prosperity has incited the starting of numerous organizations of a speculative kind which have little or no chance of success. Every year many credulous persons are being duped by fake or weak new insurance companies. Some time ago the Georgia legislature ordered an investigation of the losses sustained by stock and policy holders in the failure of nine insurance companies organized in that State. These losses totaled over \$7,000,000. In other States this experience

has been duplicated, and the entire loss throughout the United States has been enormous. I would not assert that every new company is to be regarded as fraudulent or unsafe, but I do advise that no person buy life insurance from a company which is not well managed and reasonably safe.

W., Salem, W. Va.: The Fidelity and Deposit Company of Maryland is strong and reliable and has been in existence for over a quarter of a century.

C., Rochester, Pa.: I am not able to answer a legal question. It ought properly be considered by a lawyer with access to a law library.

P., Sykesville, Md.: The shares of newly organized insurance companies are very speculative because the old companies are well entrenched.

Business, Atlanta, Ga.: The instructive booklet pointing out how business men can reduce the fire chance in business buildings and decrease the fire waste is published by the Hartford Fire Insurance Co. Any of my readers can have a free copy by addressing the above company in charge of Service Dept., L 10, 125 Trumbull St., Hartford, Conn.

HERMIT



## Secure 6% Income For Your Children

For All Ages

The possession by a child of a six per cent first mortgage secured by a well located profitable farm will prove first an excellent investment and second an investment example that will be a strong influence on the child towards sound investment principles in later years.

You young men and women of limited means who are striving for a competence should purchase one of our Farm Mortgage Notes. Why place your money where it can earn you but three to four per cent when you can secure six per cent—an increase of at least fifty per cent in your income—through our Farm Mortgage Notes.

Farm Mortgage Notes are large first mortgages divided into \$100 and \$500 units. The same staunch security and certain income is acquired as though you had purchased a \$20,000 Farm Mortgage.

## What Safety Means Here

During the past fifteen years we have refused over \$20,000,000 worth of applications for farm loans, because the property behind the mortgage did not meet our exacting standards of security.

Such a record explains why our clients, which include large insurance companies and estates, have purchased from us over \$29,000,000 worth of Farm Mortgages without the loss to them of a dollar in principal or interest. Our first mortgages are based on well located improved farms of established values in Missouri, Illinois, Arkansas and Texas.

The American Trust Company has a capital of \$1,000,000 and assets of over \$7,000,000. It is subject to inspection and examination by the St. Louis Clearing House Association and the State Bank Examiners.

## A Book For Investors

If you have \$100, \$500, or \$50,000 to invest for your children or yourself, or are a trustee of an estate and are seeking safety with six per cent, secure a copy of our latest book "Farm Mortgages." Write for a copy—it is surely worth while. Ask for book No. 102.

Investment Department  
**American Trust Company**  
Saint Louis, Missouri

Capital \$1,000,000

We offer only

## Safe and Sure Investments

We have no speculative securities of any kind to offer—we simply WILL NOT deal in them. We confine ourselves to the safest form of all investments.

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Write for Booklet "E" and List of Offerings.

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### ACCUMULATING YOUR COMPETENCY

We have issued a special pamphlet outlining a plan which, once adopted and consistently followed, should enable any man to make steady financial progress. The plan is based upon the elements of saving, compound interest, and conservative investment. Included in the pamphlet are concrete examples of conservative investment bonds.

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"Accumulating Your Competency"

**Spencer Trask & Co.**

Investment Bankers

25 Broad Street, New York

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#### PARTIAL PAYMENT METHOD

A small first payment secures such a purchase.  
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## CHANCES FOR SMALL INVESTORS

BY T. DORR

WITHIN the past few years a remarkable feature has developed in this country in the marketing of stocks and bonds. This is the opportunity to enter the game which is afforded to the investor or speculator of limited resources. Formerly only those who possessed considerable means were given a fair chance to buy or to sell corporation issues through the exchanges. The latter had fixed the unit of trading at 100 shares of stock, and many brokers declined to take orders for less than that number. Others, though averse to handling smaller amounts, did so, but made so great a difference between bid and asked prices that the customer with little money was badly handicapped. But as the country grew and corporations multiplied, those who sought to own a part interest in them became vastly more numerous, and it at length was found necessary to provide facilities for supplying stocks and bonds to men of every grade of financial ability.

#### BEGINNING OF ODD LOTS

In response to the popular demand, certain wide-awake New York brokers instituted the "Odd Lot" system, under which any number of shares from one upward could be dealt in. An odd lot is one of any size below 100 shares. Not only was the man of small means welcomed, but also he was treated as fairly as if he were a millionaire. He was charged only one-eighth more for a single share than if he bought a full lot. He could buy any number of shares outright and as few as ten shares on a margin. This innovation leaped at once into popular favor. The general public has ever since showed its appreciation of the change by extending a large patronage to firms which make a specialty of odd lots. It is estimated that not less than 28 per cent. of the millions of dollars worth of securities changing hands daily, on the exchange, is handled by the odd lot dealers. Though originally intended for persons of limited means, thousands of the comparatively well off also are purchasers of odd lots, their object being to diversify their investments and their risks—not putting too many eggs in the same basket. Under the odd-lot system one can become possessed of the standard, dividend-paying railroad, public utility and industrial stocks and bonds that he may fancy.

#### PARTIAL PAYMENT PLAN

Closely associated with the odd-lot system, and an outgrowth of it, is the "Partial Payment Plan," which has proved a boon to the small speculator and investor. Under this plan, one may purchase securities on installments, making a moderate first payment and paying the remainder in small monthly sums. The customer can proceed in this way until he has paid for his purchases in full, or, in case of an advance in prices, he can sell and take his profit as does one who holds stocks on a margin. While keeping up his installments he is entitled to all dividends declared on his stocks or bonds, and this return usually more than offsets the interest required on the unpaid portion of his account. This method took immediately with the general public. It has the sanction of the stock exchange authorities, and it is concededly the safest way in which to buy stocks on credit. It has all the advantages claimed for margin buying and is attended with less risk. Strong and reputable firms connected with the stock exchange make a special feature of this line of business. They have a multitude of customers, and some can boast that no patron ever lost a dollar by this plan.

#### BENEFITS OF THE PLAN

Odd-lot and partial-payment transactions are yearly gaining in aggregate and importance. Even conservative financiers, who may at first have deprecated the extension of stock dealing to the masses, are now con-

vinced of the soundness and value of this mode of trading. For one thing it tends to steady the market. When securities are distributed among a host of holders, there is less liability to panicky liquidation. The small investor is more apt to be a regular customer than the big investor, who gets wiped out and disappears, utterly discouraged. The small investor doesn't invest all his money. He is conservative, watches his opportunities and, taking advantage of the partial payment plan, withdraws from the market some of the best securities. The more widely a stock is distributed, the more difficult it is to manipulate it.

So far as the buyer, too, is concerned, the partial payment plan is beneficial. It incites him to thrift. He finds that every few dollars he saves are effective in securing for him a valuable bit of property. As the stocks or bonds usually pay more than savings bank interest, he takes satisfaction in being engaged in a profitable operation. After one purchase is completed he makes a second of the same kind, and if this process is continued, he gradually becomes well-to-do. The small investor's horizon is widened by "dipping into stocks." He gains an insight into the workings of big business, for he must necessarily obtain information about the corporations issuing securities he is interested in. More than that, he is often saved from being duped into wild-cat enterprises. Advised by a reliable broker regarding the true character of the stocks or bonds he desires to buy, he can not be persuaded by plausible strangers into purchase of issues of fraudulent mining, plantation or other concerns.

Never before were there so many owners of stocks in this country. They are estimated all the way from 1,000,000 to 2,000,000, one for every 10 or 20 families in the United States. These people are a conservative force. They are interested in large enterprises and they demand fair treatment for the concerns whose securities they own. They are able to exert a powerful influence to prevent destructive legislation affecting the business interests. Hence, what began as a mere detail in a broker's office in Wall Street, has evolved into one of the bulwarks of prosperity.

#### ATTRACTIVE \$100 BONDS

For those small investors whose first concern is safety of investment, there are in these days especially good chances in first-class \$100 railroad, public utility and industrial bonds. The "Baby Bond" was designed for broader distribution than is possible with those of larger denomination, and corporations of high standing issue them. These bonds may be bought on the partial payment plan, from one bond upward. They are being absorbed by intelligent and thrifty people all over the land. It is only necessary to deal with a responsible house, in order to be honestly served in the matter of \$100 bonds.

#### FARM MORTGAGES AND REAL ESTATE BONDS

Outside of stocks and bonds dealt in on the stock exchanges, farm mortgages and real estate bonds offer attractive opportunities to the small investor. Securities based on improved farms and city realty of growing value are having a great vogue. Mortgages and bonds, with an ample margin of security, are considered by many conservatives as the safest possible kinds of investments. They are not listed on the exchanges, and their prices are not subject to frequent fluctuations. Though not so marketable as listed securities, they can, in case of need, often be sold back before maturity to the companies which dispose of them. They are issued in denominations of \$100 and upward, and some firms permit their purchase on a partial payment plan. It is stated that our life insurance companies are now the largest holders of farm mortgages in this country.

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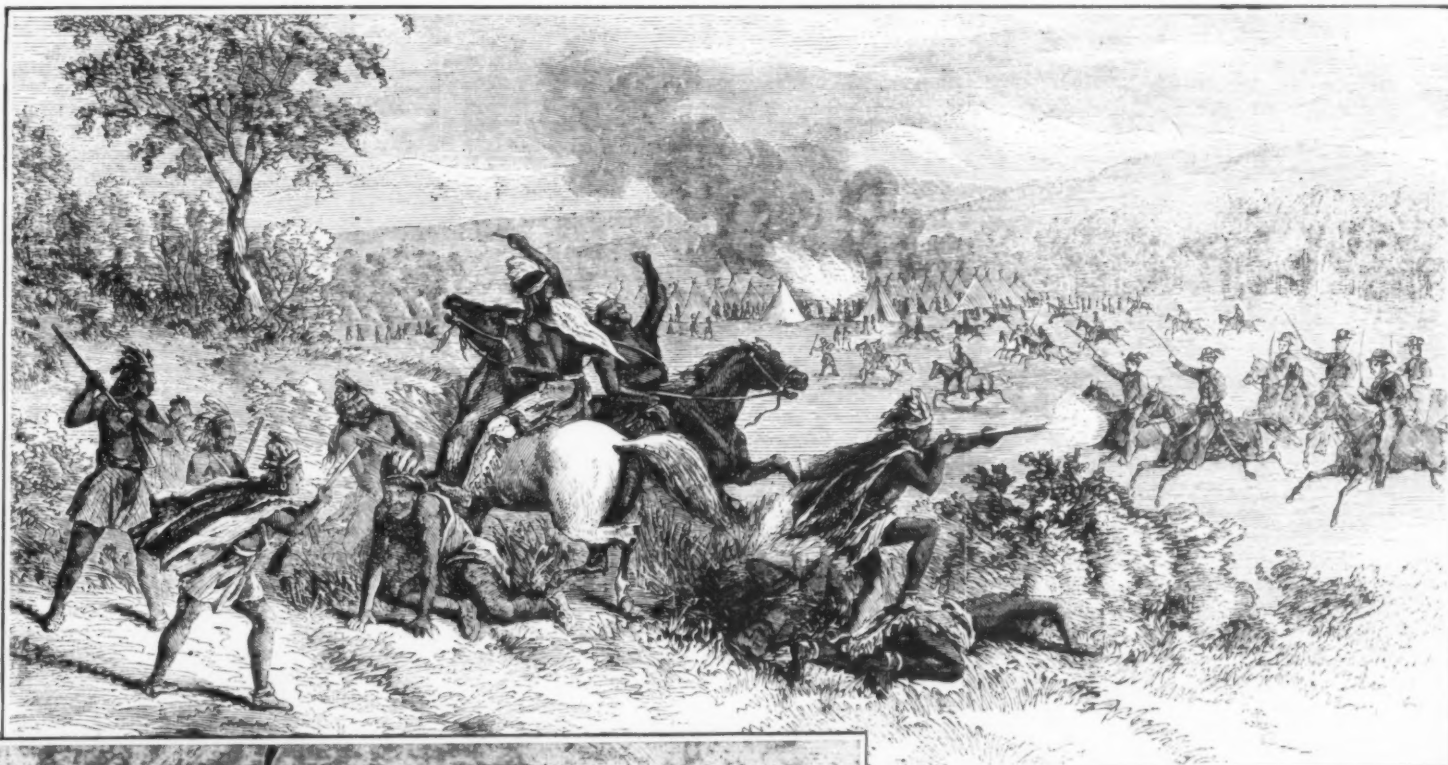
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# EVENTS OF FIFTY YEARS AGO

REPRODUCED FROM THE 1866 FILES OF LESLIE'S WEEKLY



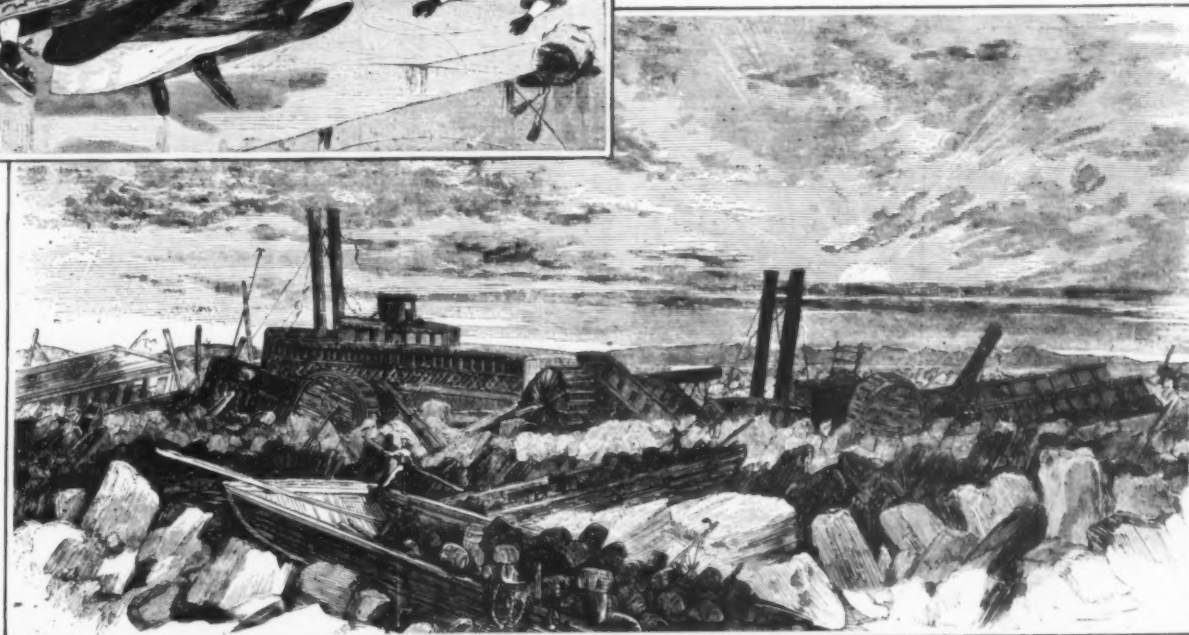
## THRILLING FIGHT WITH "BAD" INDIANS

Spirited attack upon and destruction of an Arapahoe village, on Tongue River, Dakota, in 1865. The Arapahoes were headed by Chief Medicine Man and had for two seasons been the terror of the Plains. The attacking force consisted of 150 soldiers and some Pawnee Indian scouts all under command of Brig. Gen. P. E. Connor. The military, after a forced march of 60 miles, charged on the Arapahoe camp at sunrise. The Indians fought bravely for nearly two hours, but then fled, leaving 60 dead. They were pursued by seventy soldiers until the latter's horses were exhausted. Gen. Connor and thirteen other officers rode ahead for fifteen miles and fought 300 hostiles. Every member of the staff was wounded. Retreating slowly, the officers fell back on the main body, which charged and drove the Indians for several miles, inflicting heavy loss. The village and much plunder were burned. In contrast with this story of fierce fighting it is interesting to read that the Arapahoes nowadays "in character are friendly and accommodating and display a superior adaptability to civilization," while they "are also of a fervent religious spirit."



## A CRAZE FOR SKATING

Typical winter scene of 50 years ago when skating was a universally favorite pastime in this country. LESLIE's of that day said: "Everybody skates, and it is as much out of the way to confess that we do not skate as it is to admit that we do not dance." The picture is an interesting one, showing the huge balloon-like skirts then in fashion, but which did not seem to discommode the fair wearers—except when they fell. This wholesome exercise and recreation has again come into public favor and this winter promises to see a revival of it on an extensive scale. There are still many skating experts in the United States and skating contests will be among the most appreciated events at the different winter carnivals scheduled for the next few months.



## SEVENTEEN STEAMERS CRUSHED IN THE ICE

Disastrous effects of the breaking up of the ice in the river at St. Louis, on December 16, 1865. The ice came down in tremendous masses, carrying everything before it. Steamboat men were wholly unprepared for the sudden movement and had taken no steps to protect their craft. Ropes and

chain cables snapped like twine and the flotilla was carried quite a distance. The larger boats crushed and sank the smaller ones. All on board the wrecked vessels, however, managed to scramble to safety. The total loss to steamboat owners was \$213,000.

# "Enemy War Ships Sighted Off Nantucket Headed Full Speed for New York"

IF YOU should wake up some fine morning and find this startling headline staring you in the face, and if you are a pacifist who doesn't believe in preparedness, or a neutral of the grape—nice variety—wouldn't it jolt your self-complacency? And yet—stranger things have happened!

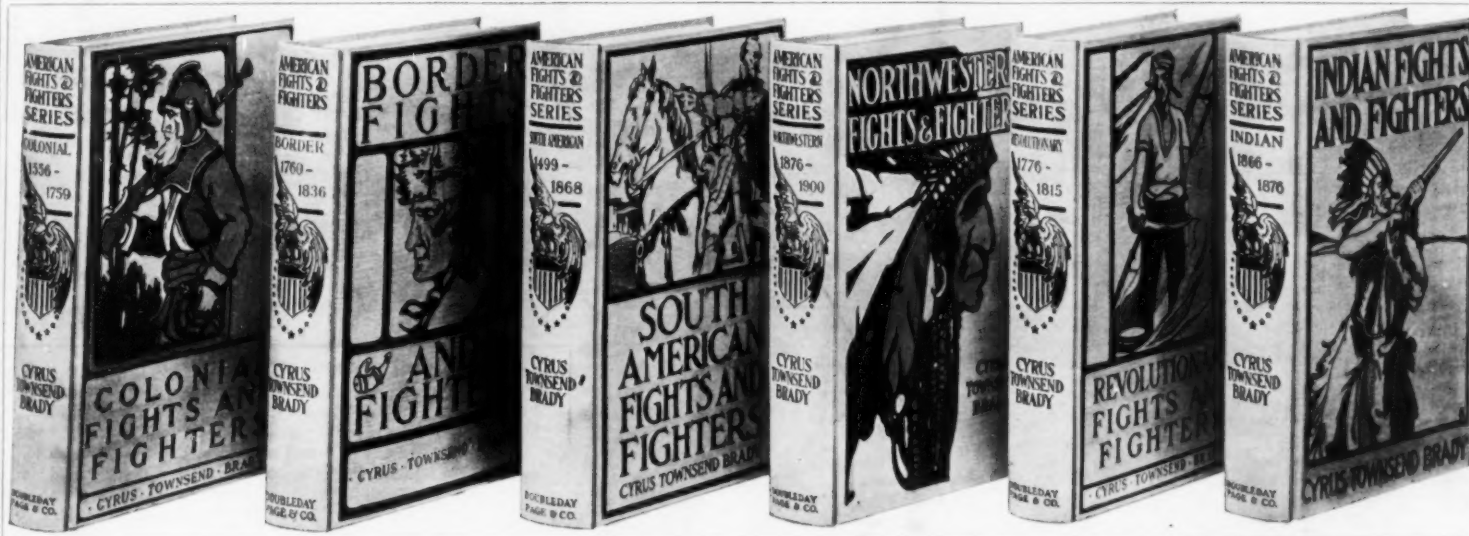
Perhaps like Chinese fathers and mothers you Didn't Raise Your Boy to Be a Soldier. But did you raise him to take orders from little boys of other nationalities whose fathers and mothers did raise them to be soldiers, just as little Chinese boys take orders from little Japanese boys?

YOU WHO love the fleshpots of peace, to whom the clink of gold is more inspiring than the skirling of pibroch, or the martial strains of Sousa—do you ever stop to consider the lot of that race which owns neither country nor flag?

"Breathes there the man, with soul so dead,  
Who never to himself hath said,  
This is my own—my native land!"

The safety of our country—the perpetuation to a worthy posterity of our national institutions—should be the first consideration of every patriotic American man and woman, native or foreign born.

ONE OF the results of the present war has been an awakening to the primitive, basic virtues—courage, loyalty, self-sacrifice—virtues incarnate in the men and women who did the rough work of wresting from savage foes and European rivals the continents of North and South America, whose thrilling stories are so entertainingly told in "American Fights and Fighters," the master work of that gifted story teller—known of all readers—Cyrus Townsend Brady.



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### A Trumpet Call to American Manhood

American history is full of the elements of romance. The proud, domineering, indomitable Spaniard—the gay, debonair, dashing, brilliant Frenchman—the merciless, lustful, rapacious yet courageous buccaneer—the base, brutal, bloodthirsty pirate—the cool, stubborn, persistent, persevering, heroic Englishman—the hardy Colonist, adding to his old-world stock the virtues generated by the new life in a new land—and the plumed and painted savage with his blood-curdling war cry, his stoic endurance, pass before the reader in these inspiring volumes in brilliant panoramic procession.

If to you, as an American, these things be not of interest, if you do not find them full of tragedy, mystery and romance, the fault is IN YOU and not in the stories, or the way in which they are told. But—

### You Will Sit Up o' Nights to Finish These Stories

Because you never knew before how rich in everything that makes fiction alluring are these true stories of the pioneers who did strong men's work in bringing the light of civilization and liberty into the American wilderness. Nowhere but in America would such careers have been possible. As a boy you were fired by the story of Leonidas and his brave Spartans. Do you know the story of David Crockett and The Alamo? "Thermopylae had its Messenger of Defeat, The Alamo had none." And what about the thirty-two who withstood the attack of three thousand painted fiends at Piny Island—the tremendous dramas of our Indian wars?—have the men and boys of today become so over-civilized—so emasculated—that such tales no longer stir the blood?

### A Battle History of America

full of Romance, Tragedy, and Adventure by Land and Sea—Tales of the Conquistadors, the Knights-Errant of Colonization—Yarns of the Gentlemen of the Black Flag, the Dare-Devils Who Sailed Under the "Jolly Roger"—Stories of Colonial and Revolutionary Days—of Bloody Indian Fights told by Major-Generals and Scouts, Frontiersmen, Troopers and Indian Chiefs—Stories of Famous American Duels, by Gallant Gentlemen of the Old School—Splendid Stories of Dauntless Heroism, of Subtle Strategy, of Brilliant Tactics, of Fierce Fighting, which Vitalize the Past and Make One Jealous of the Glorious Title of a Citizen of the United States!

To conquer a continent requires iron courage. To adequately recite the deeds of brave men requires the heroic soul of the doer of brave deeds. The famous author of these six volumes—Cyrus Townsend Brady—tells us that the years spent in collecting and writing these stories were years spent in a labor of love. Himself the descendant of a line of ancestors distinguished for their services to their country, a graduate of the United States Naval Academy, and a veteran of the Spanish-American War, he brought to his task talents of the highest order. And he entertains you often with stories of daring and heroism more wonderful than any your imagination ever pictured—stories gleaned from old unpublished manuscripts, family traditions, and personal recollections of ancient men—relating to incidents which while familiar by name to the reader of history are now for the first time told in detail. Through the magic of these intimate, personal revelations we gain a new conception of America's famous fights and fighters—we take increased devotion to the cause to which they consecrated their lives—the upholding of the honor and dignity of the nation.



